FOREIGN COMMERCE

WEEKLY

U. S. Department of Commerce, Washington 25, D. C.

4 - APR - 5
Copy 13 1962

April 2, 1962

VOLUME 67, NUMBER 14

18761

Foreign Commerce Weekly

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for International Affairs

L. Edward Scriven
Director, Bureau of International Business Operations

William B. Dale
Director, Bureau of International Programs

Annual subscriptions: Domestic, $10.50 ($5.00 additional for foreign mailing); single copy, 30 cents. Domestic subscribers desiring airmail service must remit $18.20 additional for postage. Make remittances payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

* * *

Contents of this publication are not copyrighted and may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget May 24, 1961.

DEPARTMENTS

Commodity News	578
Economic Conditions Abroad	564
Trade Fairs, Centers	576
Foreign Government Actions	570
Investment Opportunities	562
U.S. Government Actions	575
World Trade Leads	543

Everything But the Aeromobile

U.S. Sales in New Delhi Approaching $2 Million

By James L. Shiels,
Industry Negotiator,
Office of International Trade Fairs

WE WEREN'T ABLE to sell a wingless, wheel-less Aeromobile, but we sold just about everything else that we showed in the U.S. Exhibition at the New Delhi Indian Industries Fair.

As a matter of fact, we sold 95% of the almost $2 million worth of U.S. products we exhibited.

I could have sold the Aeromobile, too, to an Indian maharajah, but I had to turn down his offer, explaining that the "ground effect vehicle" was experimental only, and it wasn't for sale.

Fortunately, I didn't have to turn down many offers. We went to New Delhi to show the Indians the various American-made products designed to help India in furthering its third Five Year plan for economic development.

Brisk Sales

The great throngs—more than 2,333,000 people—and brisk sales during the fair, Nov. 14-Jan. 10, indicated that we showed the right merchandise.

This included earth-moving machinery, machine tools, testing and inspection instruments, engine rebuilding and repair tools, forging equipment, plastic molding and extruding machines, printing equipment, tire re-capping machines and materials handling equipment.

All this equipment was sold at the end of the fair to Indian businessmen and the Government of India itself. The Government, for example, bought all the earth-moving equipment, valued at $917,000, for the several Ministries concerned with development projects.

All of these transactions were strictly business. There were no discounts, and no giveaways.

I probably consumed hundreds of cups of tea, an agreeable Indian custom, during these negotiations. It was all worth while.

In addition to disposing of about $2 million worth of stock from the floor of the U.S. Pavilion, the participating U.S. firms booked orders for future deliveries. We call these "collateral sales."

An exact estimate of these collateral sales cannot yet be made. However, when the Indian Government first announced that it would accept import license applications for the products demonstrated in the U.S. Pavilion, applications amounting to more than $4.1 million were filed.

Twice As Much Possible

In other words, contingent upon approval by the Government of India, the Office of International Trade Fairs could have sold more than twice the amount of goods exhibited in New Delhi.

The success of the U.S. Exhibition was based, in part, on good prior planning.

Long before the fair opened, OITF representatives met with Indian Government officials in Washington. An agreement was reached that payment for U.S. products sold at the fair would be in dollars.

American shipping firms agreed to accept payment in rupees for ocean freight charges, and this was helpful in view of the tight foreign exchange situation in India.

2,000 Inquiries

Plans for an Exhibition Sales Office, staffed by Commerce Department specialists and set up on the fairgrounds, also paid off in some 2,000 inquiries by Indian businessmen interested in trade with the United States.

A number of these inquiries involved proposals for joint ventures to produce American products in India.

'E-FOR-EXPORT' AWARDS GIVEN TO MANUFACTURERS, OTHERS

AMERICA's first 10 "E-for-Export" awards were presented last Wednesday by President John F. Kennedy and Commerce Secretary Luther H. Hodges in a prestigious ceremony, held in the White House. Certificates and awards were presented to five U.S. manufacturers, a bank, a trade magazine, two industrial promotion organizations, and a steamship line.

The awards were given for significant contributions to the increase of U.S. export trade, and were the first of a number to be made to American firms and organizations which help mobilize America's export resources.

Winners were:

- Dan River International Corporation, New York City, manufacturer of cotton textiles.
- C. G. Hokanson Co., Inc., Los Angeles, Calif., makers of specialized air conditioning systems.
- LeTourneau-Westinghouse Co., Peoria, Ill., manufacturers of heavy construction equipment.
- McGraw-Hill Book Co., New York City, publishers of textbooks.
- Scripto, Inc., Atlanta, Ga., makers of mechanical writing instruments and cigarette lighters.
- The Chicago Association of Commerce and Industry, Chicago, Ill., an organization which has helped Chicago area manufacturers to expand their exports since 1904.
- Industrial National Bank of Rhode Island, Providence, R. I., a bank which helped 25 client companies to develop new overseas markets in 1961.
- Isbrandtsen Co., Inc., New York City, a steamship company which instituted a unique method of introducing U.S. merchandise into overseas markets —the mobile trade fair.
- The San Leandro Chamber of Commerce, San Leandro, Calif., which mounted an export-expansion program which resulted in a 50% increase in 1961 in the number of San Leandro area companies interested in international trade.
- "Steel" magazine, Cleveland, Ohio, which in 1961 published more than 75 major stories devoted to metalworking sales opportunities around the world.

Kennedy Cites Security Needs; Hodges Praises 'Enthusiasm'

PRESIDENT JOHN F. KENNEDY, in presenting the first 10 "E" awards, said "U.S. contributions to our security programs abroad are tied directly to the need for increasing U.S. exports.

"Sales of American goods abroad must be ever-increasing or we cannot continue our substantial expenditures overseas," he added.

He praised American managerial and production techniques and said he expects great further accomplishments from the "E" award winners in their efforts to stimulate other American businessmen to export.

He added that he considers American businessmen competitive as never before.

Said Commerce Secretary Luther H. Hodges:

"Each of these winners is symbolic of the very best that American enterprise has to offer. They are living proof of what can occur when American companies and organizations set out to expand international markets with the enthusiasm, the planning, the investment of manpower and brainpower, that has characterized our approach to markets here at home . . .

"I am proud of these companies and organizations. I think they are doing a whale of a job. They are not simply discussing what needs to be done about increasing exports. They are doing it.

"They are providing a tremendous example to all of American industry of the infinite range of sales possibilities abroad."

In addition to the specially inscribed certificates, each "E" winner received the President's blue and white "E" flag—a revival of the World War II "E-for-Excellence" flag—as well as gold "E" pins.

The recipients are planning a variety of community activities to celebrate their awards.

Local mayors and other city and state dignitaries will help company officials raise the new "E" flags over their plants and offices.

Employe parties will be highlighted by presentations of "E" lapel pins.

Some winners are planning large dinners for their directors, key executives, customers, and trade association officials.

Others are planning publicity and advertising campaigns to demonstrate their pride.

The 10 winners were selected from among several hundred nominees, all of which are under consideration for future awards.

Selections were made by Secretary Hodges after consideration by an Awards Committee, including representatives from the Commerce, Interior and Agriculture Departments, the Small Business Administration, and other Government agencies in selected fields.

The awards were granted in two categories. The first—received by the Dan River International Corp., C. G. Hokanson Co., Inc., LeTourneau-Westinghouse Co., the McGraw-Hill Book Co., and Scripto, Inc.—went to companies manufacturing products for export which were

(See 'E', page 537)

'E' Winners Had Varied Programs

RECIPIENTS of the first 10 "E" awards were cited for a wide range of achievements, from creating "floating trade fairs" to lending executives for Trade Missions to Pakistan and South America. Details of their achievements:

DAN RIVER INTERNATIONAL CORP.—Export sales are made in 63 international markets through participation in U.S. Exhibitions at international trade fairs, establishment of international sales offices, and effective local advertising and sales promotion. Since 1951 export sales have risen 384%, while most of the textile industry showed a decrease in total sales. Dan River's export sales now account for 10% of all sales.

An energetic international travel program is undertaken annually by top management. Executives often speak at least the most important language of the foreign business community to be visited.

The company sells maximum service, not available from local sources, such as custom making special fabrics and finishes, instructions in cutting proper widths of cloth economically and the preparation of complete sales promotion kits for use by local representatives.

Dan River sells its cotton textiles in Hong Kong, among the fiercest competitors in the world, by working through a well trained local agent. Hong Kong sales amount to about 500,000 yards annually at a price higher than that prevailing in the current quotations of Hong Kong and Japanese producers.

SCRIPTO, INC.: A Scripto display leads to increased U.S. export sales in South America.

ISBRANDTSEN: Customers from Hong Kong are exposed to new American products in portable display bays which are part of Isbrandtsen's Mobile Trade Fairs.

Presently an active participant in U.S. Exhibitions at international trade fairs, Dan River plans to expand this policy.

C. G. HOKANSON CO., INC.—None of this company's specialized air conditioning products were sold outside the United States before 1958. Now this small business sells more than 90% of all ground support air conditioning units used by commercial airlines the world over.

After detailed worldwide marketing survey, an aggressive sales promotion campaign resulted in heartening sales. Since then export sales have increased 400% and a new record is expected this year.

It was found that European manufacturers, because of a limited demand for their products, were unable to mass-produce a refrigeration compressor as cheaply as could be done in this country, even though the European wage scales were lower.

It was also found that units manufactured abroad were bulky, of low capacity, and difficult to maintain.

The company introduced a refrigerating air conditioner with three times the capacity of any competitive unit in Europe and sold it at a price equal to the less efficient local product.

Even nationalized airlines have become customers despite the pressure put on them by their governments to buy local equipment. A seemingly insurmountable barrier crumbled when foreign air forces also began buying Hokanson air conditioners, a sales achievement almost unique in countries where the Armed Forces are under severe restrictions to buy from their own nationals.

This year Hokanson will open a branch sales office in Germany.

LE TOURNEAU-WESTINGHOUSE CO.—Mining operators the world over have been enthusiastic purchasers of "Haulpak," an off-highway hauler carrying 65 tons of payload. Introduced in 1959, these machines are working in 22 countries, many of them developing nations.

Le Tourneau-Westinghouse has been selling abroad since 1930 and sales in 1961 were 60% higher than in 1951, in spite of intense local competition in these last 10 years from Common Market manufacturers and other companies selling similar products.

Export sales in 1961 were 33% higher than in 1960, including successful exports to Yugoslavia and Egypt.

"Haulpak" dump trucks are operating in Belgium, France, Algeria, Morocco, Cyprus, Tanganyika, Rhodesia, Congo, Mauretania, Italy, Chile, Mexico, Australia, New Zealand, India, Jamaica, Canada, Liberia, Ghana, Turkey, Yugoslavia, Japan and Egypt.

MCGRAW-HILL BOOK CO.—In 1946,

when the International Division of the McGraw-Hill Book Co. was founded, the U.S. college text book was little known beyond United States possessions and the Philippines. Today, these text books are used in 98 countries.

McGraw-Hill was the first American book publisher to establish a resident staff overseas. Today it has nearly 200 persons engaged in international publishing and book selling. Sales offices in Tokyo, Manila, Melbourne, New Delhi, Ankara, Mexico City, Sao Paulo, and Santiago regularly send traveling salesmen to call on educational institutions and book stores in almost every country in Asia, Africa and Latin America. Other staff members travel throughout the world from New York.

Export sales have grown about 19% each year from 1946 to 1961.

SCRIPTO, INC.—Export sales of the home office in Atlanta have increased more than 100% since 1949. Scripto's success in selling abroad is attributed to close personal contact with international buyers by representatives of the company intimately familiar with marketing requirements.

Spectacular gains have been made by this company with a product which has become more and more competitive because of the manufacture of very inexpensive writing instruments in many areas of the world.

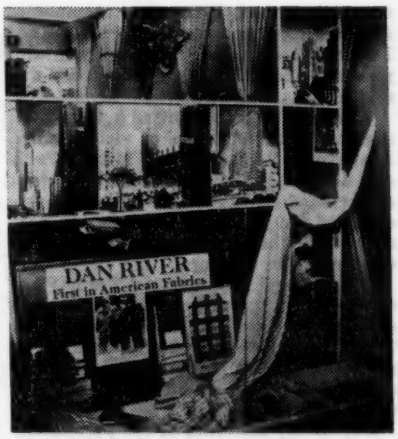
Scripto has established independent, self-supporting divisions in England, Canada, Australia, New Zealand, Rhodesia and Mexico.

Scripto found a way to profit in Colombia, a potentially excellent market, where imports of Scripto products were prohibited. The company entered into a licensing agreement with a local manufacturer who now assembles Scripto products in Colombia from parts manufactured in the Atlanta home plant. Negotiations are underway to establish similar assembly operations in other markets where the import of Scripto products is forbidden.

Scripto is actively soliciting and developing markets in the developing countries, such as the new African Nations, because of their great potential for export sales in the near future.

Scripto management is extremely export minded and executives have taken part in United States Trade Missions.

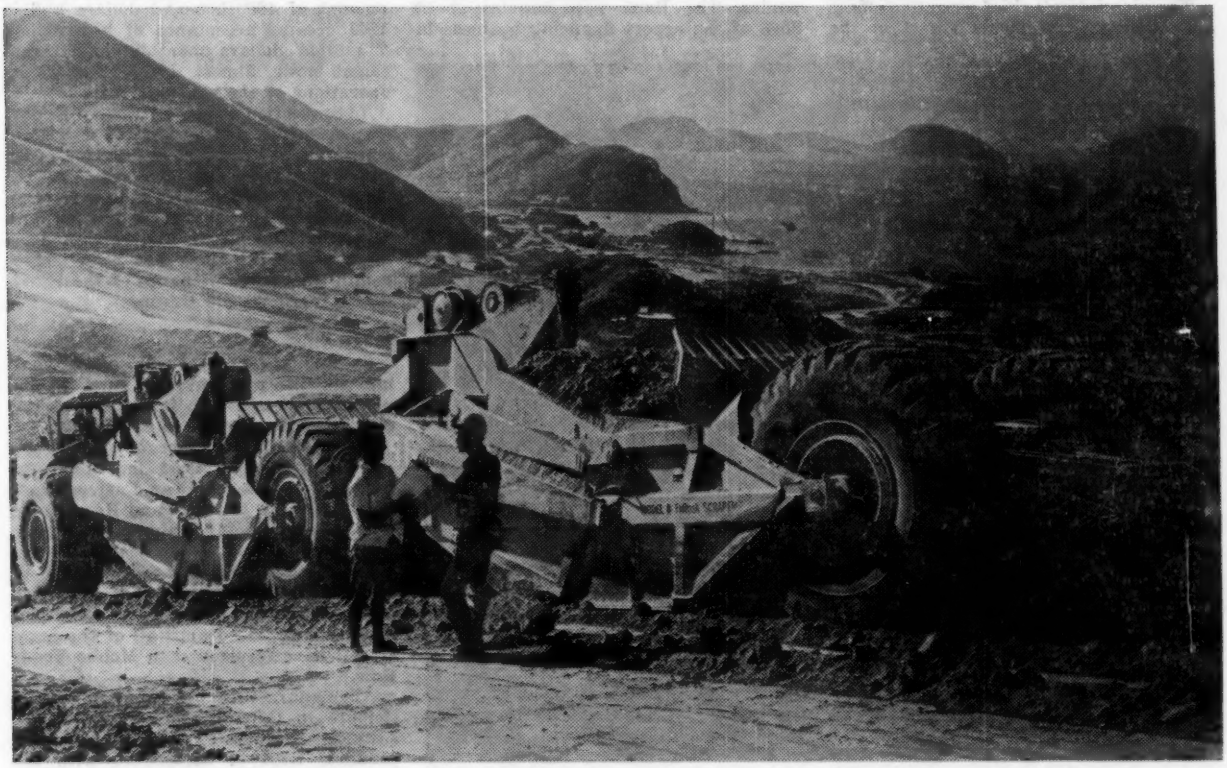
CHICAGO ASSN. OF COMMERCE AND INDUSTRY—Sustained efforts by the association to increase export sales from the Chicago area go back to 1904. In recent years its activities have included establishment of an Operations Export Program, participation in U.S. Exhibitions at international trade fairs, and



DAN RIVER: This U.S. textile firm set up this attractive display at the Marche Textile International, France's leading textile fair, in Paris.

Trade Missions, and sponsorship of the first Chicago International Trade Fair in 1959 and subsequent fairs in 1960 and 1961.

The Chicago World Trade Center exhibit in the U.S. Pavilion at the Vienna International Trade Fair was financed and staffed by the association. Fifty-five



LeTOURNEAU-WESTINGHOUSE: This giant piece of earth-moving equipment, shown high above Hong Kong harbor, is typical of the machinery which LeTourneau-Westinghouse has sold in many areas of the world.

Chicago Metropolitan area companies and agencies participated in the "Made In Chicago Exhibit" with displays, samples and photographs of their goods and services.

The association organized a trade mission of 80 businessmen to visit Vienna, Frankfurt, Berlin, Rome, Milan, Paris and London. A similar mission of 17 persons visited Latin America to invite businessmen and government officials to participate in the Inter-American Industry Conference in Chicago.

The Chicago International Trade Fair, sponsored by the association, has become an annual event since 1959. In 1961, 75,000 square feet of exhibit space was devoted to export trade development and all display facilities and staff were provided by the association.

Day-to-day activities of the association include consultation with businessmen wishing to sell abroad and the communication of information to international companies and individuals seeking representation in Chicago.

Efforts of association staff members in the promotion of world trade are equivalent to the full-time productiveness of more than 20 persons. These efforts are augmented by the work of additional staff members also having other assignments. One is based in Paris and regularly travels to 31 countries including the Balkans, North Africa and the Middle East.

The association's chief executive officer and other staff members travel in the United States speaking at business meetings to encourage United States exports.

CHICAGO ASSN. OF COMMERCE & INDUSTRY: A trade mission from Yugoslavia is briefed by an association spokesman on trade opportunities in the United States.

INDUSTRIAL NATIONAL BANK OF RHODE ISLAND—In 1961 this bank's international banking operations successfully developed export markets for 25 companies. The Bank now handles about 20% of the export financing business in the First Federal Reserve District.

Two of the bank's executives were loaned to participate in the United States Trade Mission to Pakistan and to South America.

It has financed export receivables without government intervention in the amount of 460 thousand dollars and in 1961 created acceptance of better than 7 million dollars monthly in international trade, almost double that of its operations of the previous year.

In connection with the National Export Expansion Council, executives visit local companies to communicate specific international trade leads developed by the Bank. A publication, "A Guide to Foreign Trade," is distributed by the Bank throughout the metropolitan area and for many years the Bank has been instrumental in the maintenance of the Providence World Trade Group.

McGRAW-HILL: A salesman for the textbook publishing firm, right, chats with a bookseller in Bogota, Colombia.

ISBRANDTSEN CO. INC.—The Isbrandtsen Mobile Trade Fairs offer small manufacturers a unique means of displaying and selling in far away markets otherwise impractical to explore.

Each of the 14 Isbrandtsen vessels regularly transports 64 individual exhibits to Middle and Far Eastern ports such as Beirut, Karachi, and Hong Kong, and Pusan. Large aluminum containers, each housing eight exhibit booths, are discharged by one ship and picked up about two weeks later by another ship and taken on to the next port. Then the process is repeated until all of the ports of call have received each Mobile Trade Fair.

All manufacturers are invited to participate in this program by producing suitable displays or exhibits of their products built in accordance with the size requirements and delivered shipside. The cost of loading, ship space, trans-

portation, discharging and exhibit of merchandise is borne by Isbrandtsen.

Each Mobile Trade Fair is limited to a specific industry group such as automotive equipment, sporting goods, household appliances, building materials, and several others. Categories are added as demand warrants.

Of a total of more than 150 industrial exhibitors to date, more than 35 have expressed delight in making specific substantial sales or in concluding profitable licensing and distributorship arrangements throughout the Middle and Far East.

SAN LEANDRO CHAMBER OF COMMERCE—This Chamber of Commerce made United States export expansion its major goal in 1961. Interest by local companies in exporting has increased greatly through Chamber statistics prepared to show how export expansion would stimulate employment and business activity.

An area-wide seminar for San Leandro companies was one of the first in the West to call upon the Department of Commerce, export agency and financial officials to get together with local businessmen to plan a comprehensive export program.

World Trade Week activities, sponsored by the Chamber, included a series of newspaper ads, speakers from foreign consulates, and the initiation of displays and exhibits to point out profitable international trade opportunities.

The Chamber works closely with the San Francisco World Trade Center in continually representing its export programs.

San Leandro companies exporting or planning to participate some way in international business grew from a total of 22 at the beginning of 1961 to 35 at the end of the year.

"STEEL" MAGAZINE—More than 75 major analytical articles in 1961 concerned metal-working sales opportunities around the world. Special covers and editorials emphasized the vital role of the steel industry in world trade, and enthusiastic letters from the trade revealed many successes directly attributable to the origin of interest by the magazine.

Special Round Table Reports described the great potential of the European market and that of the developing nations.

"Steel" Magazine has used every means to increase its international circulation and now has 2,470 subscribers in 40 countries. To provide thorough coverage of overseas developments Steel established an international department to report foreign economic, political and technological developments of prime interest to the United States metalworking industry.

The new department also regularly reports on licensing and international investment opportunities as well as pointing out exporting problems peculiar to certain international markets while offering assistance in solving those problems.

U.S. Plans New Trade Center In Heart of Common Market

ENCOURAGED by the success of the first U.S. Trade Center in London, and the enthusiastic pre-opening reception given the second in Bangkok, the Commerce Department is opening a third Center, this one in the heart of the Common Market.

This third Center will be located in Frankfurt am Main, one of the Common Market's most important commercial and financial centers.

Opening of the Frankfurt Trade Center, scheduled for this fall, will provide American businessmen with a chance to complete agency-distributor agreements, and to test-market their products with buyers from countries throughout the Common Market.

As the Common Market's external tariff is established, and the internal tariffs of the six member countries are reduced, the Center is expected to become a sales promotion and information center for the entire European Economic Community, providing American firms with one-stop service on marketing information and other assistance.

The Center will occupy 10,000 sq. ft. of floor space in Zurich Haus, a new commercial development.

Its operation will be similar to that of the highly-successful London Center. A series of promotions, each featuring a single product grouping, will be presented, backed by an advertising and publicity campaign designed to insure attendance by prominent buyers, agents, and distributors from throughout Western Europe.

Professional marketing studies-in-depth are now under way to determine the product groupings with the greatest sales potential, and announcements of these groupings will be made shortly so that all American manufacturers will be able to benefit from this latest Government-industry venture.

The Commerce Department's three Trade Centers are part of this country's Export Expansion Program, designed to improve America's balance-of-payments position.

For further information on the Frankfurt Center, and the Trade Centers Program, write to: The Director, Trade Centers Division, U.S. Department of Commerce, Washington 25, D.C.

Small Businessmen Advised On Export Management Aid

AMERICAN small businessmen are learning how to increase their export sales by using a Combination Export Management firm in a new newsletter published by the Small Business Administration.

SBA is devoting a 4-page booklet in its "Management Aids" series to an article on Combination Export Management firms, written by Richard G. Lurie, Vice President of the Johnston Export Publishing Company.

The article, aimed primarily at small firms unfamiliar with the export field, details the advantages of CEM services, and encourages small manufacturers to use their facilities.

"The CEM operates as though it were the small manufacturer's own export department," Mr. Lurie writes.

"For instance, some of these firms don't use their own names in selling abroad. Rather they'll use special letterheads carrying the address of the Export Department of International Division of your company. In such cases, all correspondence and export documents are signed in the name of your company.

Full Responsibility

"The CEM, therefore, functions as your export department. It takes full responsibility for export orders and relieves you of all export problems except filling the orders."

In their search for the appropriate CEM, Mr. Lurie advises his readers to use three main soruces—the Government (national, state and city Commerce Departments, SBA field offices, Port Authorities, the Agency for International Development); private organizations (export trade magazines, foreign trade departments of Chambers of Commerce, export executives in banks, foreign freight forwarders, and industry trade associations); and professional organizations (executive secretaries of local Foreign Trade or Export Clubs, and foreign trade consultants).

'E' . . .

(Continued from page 533)

responsible for outstanding export records over a sustained period, or which had made spectacular break-throughs in increasing sales in competitive markets.

The second category, into which the other five recipients fell, went to companies, individuals, or organizations with outstanding records in supporting international trade.

America's Exports, Imports Create Jobs, Secretary of Labor Goldberg Asserts

by Arthur J. Goldberg
Secretary of Labor

FOR 27 YEARS the Trade Agreements Act has represented an important cornerstone in our economic policy.

Initiated in the midst of a world-wide depression, when the Western industrial nations were Balkanizing the world with high tariffs and trade restrictions, the reciprocal trade program has served effectively in unclogging the channels of world trade and in promoting economic well-being among the nations of the free world.

A selective and progressive reduction of tariffs and other barriers to trade has been accomplished. Our exports have expanded from $2 billion a year to over $20 billion a year.

These exports are a very significant source of employment for American workers. A recent study completed by the Bureau of Labor Statistics estimates that the equivalent of 3.1 million jobs for American workers were supported by the merchandise exported from this country in 1960.

Of the 3.1 million total, almost half were involved directly with producing, transporting, or marketing the exported goods, with the other half in supporting industries—such as making the steel contained in exported machinery, and the tires, window glass and upholstery fabric in an exported automobile.

Source of Jobs

Clearly, exports are a valuable source of jobs for American workers. Drawing the relationship between imports and employment is a far more complicated task.

While we see or hear claims that imports are displacing American products in the market place and thus taking jobs away from American workers, a careful examination shows that a major effect of imports is to support American jobs.

This is obviously true of such imports as coffee and tin, which this country does not produce at all. These imports support many jobs in connection with the handling, processing, and distributing of these products in American markets.

It is also true that imports of manufactured products support the jobs of those Americans who helped to bring these products to American markets.

The Bureau of Labor Statistics estimates that in 1960 imports had the effect of supporting 900,000 to 1 million jobs in this country.

When this figure is put together with the 3.1 million jobs supported by exports, there is a total of approximately 4 million U.S. jobs attributable to our foreign trade.

The 4 million figure does not include the numerous jobs resulting from the income-generating effects of this employment, such as the employment required to produce such items as the food, clothing, housing and other goods and services purchased by the workers whose jobs are dependent upon our foreign trade.

Arthur J. Goldberg

Some Displacement

We recognize, of course, that increases in certain imports have the effect of displacing some American workers from their jobs.

To shed some light on this problem we have examined "escape clause" actions under the present trade agreements legislation.

Since the beginning of the program in 1946 there have been 40 separate escape clause actions, covering 34 industries, on which the U.S. Tariff Commission has found injury to American producers. For these cases, detailed employment statistics indicate that the total loss of employment since that time from all causes, in these industries, amounted to only 28,000 jobs.

Our investigations into the relation between imports and employment have led us to ask this question: Suppose, by the wave of a magic wand, we could cut off all imports that might conceivably affect the sales of corresponding American products, what effect would this have on jobs in the United States?

In approaching the problem we have utilized a classification made by the Department of Commerce which has separated imports into two categories: (a) those raw materials, supplies and semi-manufactured goods which are necessary for the U.S. economy; and (b) those imports of products of the type produced in this country that might affect the sales of comparable U.S. products.

Approximately 60 percent ($9 billion) of imports fall into the first category and 40 percent ($6 billion) into the second category.

900,000 Jobs

Using this classification of imports, the Bureau of Labor Statistics has calculated that if imports were suddenly cut off and demand remained unchanged, 800,000 to 900,000 American jobs would need to be created to fill the gap.

But this does not mean that this number of workers have in any sense lost their jobs because of these imports. Nor does it mean that our trade policy could be shifted to put this number of additional people to work in the future. Most of these jobs simply have not existed in this country.

We must remember that these imports did not suddenly flood the American market. They have been flowing into this country for many years as they have won acceptance from American consumers. They have contributed to America's rising living standards by providing special advantages, in terms of price, quality, or style.

What would happen if this Nation tried to create the 800,000 to 900,000 jobs that might be needed to produce this $6 billion group of imports? Such a decision would have an immediate impact upon our export trade.

We could hardly expect our friends overseas to remain good customers for American exports if we decided to cut off their exports to us. Moreover, countries that send to us imports we critically need will simply not be willing to continue sending us these products unless we are also willing to take their manufactures.

The cost of gaining these additional 800,000 to 900,000 jobs would be the loss of up to 4 million jobs now related to our foreign trade. Thus we could reasonably anticipate a net loss from the total shutting off of both exports and imports of more than 3 million jobs.

The price of adding one job would be the loss of three to four other jobs. The loss of income would be even greater, since this country would be giving up its most efficient and more highly paid jobs to gain less efficient and lower paid employment.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Award of contracts announced for construction of apartment houses on municipally owned property in Buenos Aires. Buildings, which will have 4,400 dwelling units and cost about $25 million, represent first step in 5-year program to build 17,500 units. . . . Government also has started to replace shacks in slum areas with 100,000 one-family structures at average unit cost of about $600. First ones built were quonset huts 10 × 13 ft. in size without fixtures.

  Railway Administration Board announced approval of sales offer for 2,000 railroad box cars by Canadian firm A. V. Roe, to be backed by that government's exporter credit insurance, at total unit price of about $14,000 c.i.f., delivery to start 6 months after signing of purchase contract and terminate 14 months later. Payment scheduled over 15 years following a 2½ year grace period; carrying charge is 6% per annum.

  Main feature of new tax law is increase in basic income tax exemptions to wage earners, professionals, and small businessmen. To compensate for loss in revenue, new tax imposed on soft drinks.

- BERMUDA.—Government has approved proposal, backed by American shipping magnate D. K. Ludwig, calling for $8 million hotel, which will have convention hall and numerous other facilities.

- CEYLON.—First consignment of 1.4 million gallons each of kerosene and diesel oil, ordered by State-owned Ceylon Petroleum Corp. (CPC) from U.S.S.R., reportedly has arrived; CPC goes into operation April 14. Government intends to issue orders taking over gasoline stations throughout country.

  Representatives of some shipping lines in Colombo have recommended to their principals removal of the 12½% freight surcharge as working conditions in the port are fast returning to normal. Government also reportedly will request removal of the surcharge soon.

- DENMARK.—Government will float a 60-million Swiss franc (about US$13.8 million) loan with a Swiss consortium; receipts in turn will be lent out in equal portions to City of Copenhagen, Vestkraft power company, and SEAS power company. The 15-year 4½% obligation is being taken up at par.

- FRANCE.—United Merchants & Manufacturers, Inc., of New York and Wilmington, reportedly has established French subsidiary, Cie. General du Vetement, S.A., outside Paris, to manufacture and market variety of textile items, notably clothing. Subsidiary ultimately may establish chain of stores for marketing its products.

  American Can Co., New York, reportedly has signed agreement to furnish a license and technical services to French company Les Fils de H. Sudry, of Nantes, for manufacture of machinery to produce metal containers.

  Census of French population was conducted in March to gather data not only on personal, occupational, and educational status, but also on housing and domestic and sanitary equipment.

- HONG KONG.—U.S. Consulate General reports following particular areas of opportunity for increased American exports to the Colony: Frozen poultry, canned crustacea, canned vegetables, lard, tobacco leaf, pharmaceuticals, toilet soaps, polystyrene and styrene copolymers, polyethylene moulding compounds, industrial sewing machines, air conditioners, aircraft parts, automotive spare parts, and rebuilt consumer durables.

- INDIA.—Wyman-Gordon Co., Worcester, Mass., and Almag Forge & Foundry, Pvt., Ltd., Bombay, will collaborate in new foundry forge plant to produce $7.35 million worth of component parts for motor vehicles, aircraft, agricultural equipment, diesel locomotives, and other machinery.

  At meeting of Indian Import-Export Advisory Council in March, Minister of Commerce and Industry ruled out possibility of relaxing restrictive import policy because of continuing foreign exchange shortage. No cuts in essential imports, such as capital goods, are planned.

  As a measure to increase exports, Government will ask selected private industries to export at least 10% of their production. Industries requiring imported raw materials will be urged to finance such imports through increased exports.

- INDONESIA.—New regulations permit tourists in Indonesia to reexchange their rupiahs for their own currencies on departure, up to amount of US$50. Also, Nitour, Inc., a government travel agency, has been authorized to provide international mailing services for souvenirs purchased by tourists.

  Ten-month trade figures for 1961 show trade deficit of $74 million, compared with a $247 million surplus in 1960, owing to fall in value of exports and a nearly 50% increase in value of imports.

  Applications now being received for special permits to import cars and trucks against "free" exchange held abroad by private individuals.

- IRAN.—A 1-year trade agreement between Iran and Ceylon provides for trade up to a value of $2.8 million in each direction. Iranian exports to Ceylon will include cumin seed, dried fruits, pulses, asphalt, dried fish, medicinal herbs, and textiles; Ceylon will export black tea.

- ISRAEL.—Country expects to export about 300 million eggs a year beginning April 1. Regular markets are Austria, Yugoslavia, and Switzerland. U.S. forces in Federal Republic of Germany is potential market for 80 million eggs annually.

  Recent heavy hailstorms have caused widespread damage in Israel's central citrus belt and estimated total 1962 exports of 9 million cases are expected to drop by 1 million.

- ITALY.—Italian State Monopolies Administration reportedly will purchase about 200 new machines from U.S. manufacturers as part of $10 million plan to modernize its tobacco manufacturing facilities.

  Over 200 full-length films were produced in 1961 at cost of $62.8 million. Film attendance reached 745 million during the year for both foreign and domestic films, bringing gross income of $200 million. Film export receipts amounted to $32 million.

- JAMAICA.—Government reports 1961 trade as follows: Imports, US$210.5 million; domestic exports, $170.6 million; and reexports, $2.9 million. Increased domestic exports of about $14 million only major change over 1960.

- JAPAN.—Business boom in Japan evidences continuing strength; contrary to expectation of early 1962 slowdown in economic activity from monetary and other measures taken by government in late September to dampen economy. Industrial production index, after reaching peak in November, declined slightly in December but rose to another alltime high in January, a level somewhat above annual average projected for Japan's fiscal year 1962 (April 1962-March 1963).

  Foreign Office has published report on meeting of economic officials stationed

in Japan's European embassies. Report notes the marked increase in rate of mergers over past year as firms in EEC countries tended to merge or cooperate with each other or with firms in U.S. Report emphasizes that Japanese firms should strive to conclude agreements with European firms for operation within Common Market along lines of contract for production of Japanese sewing machines in Netherlands.

Government has approved 2 more technical assistance agreements between Japanese and U.S. firms. Idemitsu Kosan Co. and Mitsubishi Chemical Industries entered into agreements with Union Oil Co. and Stone & Webster Co., respectively, for establishment of petrochemical centers at the Idemitsu and Mitsubishi sites, bringing to 9 the total number of such centers completed, under construction, or planned in Japan. Annual production capacity of ethylene from the 5 centers now completed expected to increase to 533,000 metric tons by 1963 from present 307,000 tons.

Aluminum industry recently signed first long-term contract for Australian bauxite, when 3 major Japanese aluminum producers agreed to a 3-year contract, beginning in April 1963, for purchase of 600,000 tons of bauxite from Comalco of Australia at a price lower than that being paid to Japan's principal supplier, Indonesia. Despite difference in price, Indonesia expected to continue to supply about 40% of Japan's bauxite needs.

- KOREA.—Duty-free list of imports has been expanded primarily to facilitate basic industries included in Government's 5-year economic development program. Over 600 specific types of capital equipment for some 26 industries, and about 16 kinds of raw materials for an additional 7 industries are covered. Categories affected range from fertilizer, pulp, and plastics plants to land reclamation projects, dairy farms, and tourist establishments.

  Korea Malt Manufacturing Co., Ltd. is building a malt factory; production should start in September. Plant will cost $320,000 and have annual capacity of 3,000 tons.

- LIBYA.—Petroleum Commission has decided against new concession grants, but has not specified how long it would be before new concession applications would be accepted.

- MALAYA, FEDERATION OF.—Television expected to be introduced into Federation in 1963, according to Prime Minister.

- NETHERLANDS.—A 4-man Dutch trade and industry mission left for Japan last month to carry out market research on possibilities of increased imports from Japan of heavy machinery, especially for agricultural and textile sectors.

  Seven Dutch textile firms, employing 6,200 workers, are studying possibilities of integration in view of expected Common Market competition and increased sales possibilities in that Market. Three large cooperative potato flour mills in Groningen Province also have announced intention to enter into a cooperative arrangement.

- PAKISTAN.—A visiting Rumanian Trade Mission has offered construction of an oil refinery at Chittagong, East Pakistan. Offer is one of some 35 which Government of Pakistan has received for this refinery.

- PHILIPPINES.—Selling rate of Philippine peso climbed to 3.71 pesos to US$1 as of March 8. Jump in selling rates corresponded with lifting of advance deposit requirements on essential producers, essential consumers, and decontrolled commodities.

  Davao Steel Corp. has opened plant at Cebu producing 1,400 tons of galvanized iron roofing a month. Plant installed by Tokyo Galvanizing Co., Ltd.; raw material will come from Kawasaki Steel Co. in Japan.

- SINGAPORE.—An antidumping bill has been passed by Legislative Assembly, empowering Government to impose duties on goods to protect Singapore industries when

export price from country in which goods originated is less than fair market price of the goods in that country. Singapore is a free port.

- SOUTH AFRICA, REPUBLIC OF.—Japanese buyers have purchased total of 143,920 short tons of sugar (including option for 48,720 tons) at premium prices thus far for 1962 delivery. No sugar was sold by Republic to Japan in 1961.
- SPAIN.—A major liberalization of controls over the purchase, sale, and repatriation of proceeds of Spanish stocks and securities has been announced, to be effective April 15. Full details are expected to be available soon.
- SWEDEN.—The Swedish company, A/B Rasco, in Malmo, has been licensed to manufacture the new type American Davac gummed paper; reportedly first European company to be granted a license.
- SWITZERLAND.—Carpet sales expanded rapidly last year as result of large number of new housing units. Greatest demand was for plain-colored wall to wall carpets. Oriental carpets have been selling well, while sales of carpets made of synthetic fibers have not been very successful in Switzerland.

  Total 1961 sales by Swiss cement factories amounted to about 3.6 million metric tons, an increase of 20.5% over 1960.
- SYRIAN ARAB REPUBLIC.—Japan will present a commercial exhibition in Latakia late this year. Exhibit will be shown aboard a Japanese Merchant Marine ship and will resemble the seagoing American exhibition which toured Mediterranean ports in 1960-61.
- TAIWAN.—In initial report, a Stanford Research Institute (SRI) team, which has been conducting investment opportunity survey in Taiwan, identified following 5 industrial opportunities for which detailed investment feasibility surveys are recommended: Steel, petrochemicals, plastics, electronics, and watches and clocks. Study of steel prospects, with particular reference to a large integrated mill, will be conducted by Kaiser International. SRI has begun detailed analysis of other four.

  Taiwan's first stock exchange, capitalized at US$250,000, now open for business. All security trading is required to take place on the exchange; there are two trading sessions daily. The exchange is one of several devices adopted by the Government to foster accumulation of capital.
- TURKEY.—Construction begins early this month on tire plant near Istanbul, owned by U.S. Rubber Co. Production from completed plant is expected at initial rate of 190,000 tires annually by fall of 1963.

  An 8-man team of U.S. engineering consultants has arrived in Turkey to make preinvestment survey of Turkish metalworking, chemical, and fertilizer industries and needs. Contracted for by Agency for International Development (AID), surveys designed to provide basis for individual plant investment studies and to assist Turkish State Planning Office in developing guidelines for Turkish economy.
- UNITED ARAB REPUBLIC (EGYPT).—Agreement signed with Soviet Union to import machinery, equipment, and spare parts for a steel rolling mill for Egyptian Iron and Steel Co. at Helwan. Total cost will be $58.1 million at official rate.

  U.A.R. has announced decision to accede to GATT. A delegation will go to Geneva soon to complete negotiations.

  Four thousand tons of irrigation equipment were landed recently in Alexandria for land reclamation schemes. The equipment, which required 40 railway freight cars to transport it, was purchased from FMC Corp. of California.

  Ministry of Communications reportedly has decided to have companies of the public sector build a road across Lake Manzala which would connect Port Said with Mararíah. Project probably is the most important scheduled for Port Said area within next 10 years.

NATO Projects in Italy Opened to U.S. Bidders

SIX new projects in Italy, estimated to cost $2.5 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

- The first project, estimated to cost $192,000, calls for supply and installation of a cable-way in North Italy (Alps Zone).
- The second, estimated to cost $17,000, calls for supply and installation of pre-casted reinforced concrete guard-towers in the Veneto area.
- The third project, estimated to cost $576,000, calls for construction of buildings at four sites in the Treviso area.
- The fourth, estimated to cost $576,000, calls for construction of buildings at four sites in the Padova area.
- The fifth, estimated to cost $635,000, calls for construction of buildings at four mountain sites in the Vicenza area.

The work for the third, fourth, and fifth projects includes electric plants and equipment (such as monorail overhead crane and work benches), electrical and sewage connections, and lightning protection. Bid deadline for all three is May 24.

- The sixth, estimated to cost $531,000, calls for supply and installation of frequency converters, transformers, cables, and electrical ancillary works. Bid deadline is May 25.

Eligible firms interested in bidding should submit applications, on a prescribed form, before Apr. 10 for the first two projects, referring to projects 161 and 162, respectively. They should be sent to Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Studi, la Sezione, Rome.

Applications should be submitted to the same address before Apr. 12 for the third, fourth, and fifth projects, referring to projects 163, 164, and 165, respectively, and before Apr. 15 for the last project, 166.

Applications should include information on qualifications and experience of similar nature. Prescribed forms are available on request from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

Wheelbarrows, Dump Cars, Paper, Scales Among Items Sought Abroad

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available, on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Australia

Transformers, four, 2 mv.-a., 66/11 kv., alternately with and without tapchanger. Tender 446/62, May 2. The Secretary, Townsville Regional Electricity Board, P.O. Box 626, Townsville, Queensland.★

Geared head gap bed engine lathe 17 in. swing x 48 cc. with extended cross slide with rear tool-post; gear changes for 5/64 in to 4 in. pitches, multi-length stop, dial gage precision length stop, splash guards front and rear; accessory equipment includes chuck, face plate, collet chuck with collets ¼ in. to 2 in., drill holder attachment and roller stationary steady rest capacity ¾ in to 7½ in. diameter; electrics 400-v., 3-phase, 50-cycle. Tender T4/341/1333, 2 p.m. Apr. 10. Secretary, Contract Board, Department of Supply, Chancery House, 485 Bourke St., Melbourne, C.1.★

El Salvador

White **bond paper,** 5,000 reams, tender 37(62), Apr. 27.

White **office paper,** 5,000 reams, tender 38(62), Apr. 27.

White **bond paper,** 750 reams, tender 39(62), Apr. 28.

Toilet paper, 50,000 rolls, and 500,000 **paper cups,** tender 40(62), Apr. 26.

White **ledger paper** and **glazed paper,** 200 reams each, tender 41 (62), May 2.

La Proveeduria General de la República, San Salvador. Specifications for each tender in Spanish.★

Greece

Antitetanic serum, 50,000 ampoules, tender 244464, noon Apr. 10. Institute of Social Insurance (I.K.A.), 8 Aghiou Constantinou St., Athens.★

Knife switches, 617 of various sizes, tender B/124, 1 p.m. May 3; **electrodes,** 35,610 of various types, tender B/125, 1 p.m. May 8.

Chemical laboratory instruments and equipment, including 10 binocular microscopes and 6 electrically moved autographic dynamometers; estimated value $10,000, tender B/112/62, Apr. 7.

Chemical laboratory glass instruments, including 650 butyrometers, 575 controlled thermometers of various scales, 1,800 cylinders of various sizes, 2,825 beakers of various sizes, 350 burrettes, 1,150 simple and graduated pipettes, estimated value $16,500, tender B/117, Apr. 14.

Vaulting poles 500, estimated value $8,500, tender B/114, Apr. 24.

State Purchases Directorate B', Ministry of Commerce, 50 Socratous St., Athens.★

Side dump cars, 25, and **spare parts,** estimated value $207,000; tender 256, 3 p.m. Apr. 10. Stores Department, Piraeus-Athens-Peleponnese Railways (SPAP), State Network, Karolou St. 1, Athens.★

India

Bid deadline for one **swing foot bridge** across entrance to new wet docks extended from Feb. 20 to Apr. 17. Tender documents available for 40 rupees ($8.50) from Chief Engineer, Madras Port Trust, Madras. (FCW, Dec. 4, 1961, p. 8.)★

Scales, portable, one 150 kg. and two

(See Items, page 544)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

AFGHANISTAN: Afghan Samon Fruit Co. entered into contract with U.S. firm INDAMER (Afghan Industries, Inc., 540 Shar-i-Nau, P.O. Box 37, Kabul) for purchase of equipment for modern **sorting, cleaning, and packing plant.**

BRAZIL: Ministry of Trade and Commerce announced that Federal Railways of Brazil will purchase 56 **diesel electric locomotives** from General Motors Diesel, Ltd., London, Ontario, Canada. Value of contract set at 5.6 million cruzeiros (318 cruzeiros=$1).

CHILE: Pending final review by Ministry of Public Works, construction of Pudahuel **jet airport runway** (FCW, May 8, 1961, p. 19, and Dec. 4, 1961, p. 9) will be undertaken by Tagle Tocornal y Cia.

INDONESIA: Government signed contract with General Electric, 570 Lexington Ave., New York, N.Y., for 37,500-kw. **steam electric powerplant** for Semarang, Central Java. GE will supply all equipment, materials, and services.

LEBANON: Executive Council for Major Projects selected firms admitted to participate in **Beirut Port expansion project.** Firms will submit proposals by May 22. List of participants available.★

REPUBLIC OF SOUTH AFRICA: South African Iron and Steel Industrial Corp., Ltd., (ISCOR) P.O. Box 450, Pretoria, signed contract for installation of additional **blast furnace** at its Vanderbijl Park Works with Davy Ashmore South Africa. (FCW, Dec. 25, 1961, p. 12.) Cost set at $3 million rand (1 rand=$1.40). Electric control gear to be imported.

India's 1961 walnut crop is now estimated at 10,000 short tons—a considerable drop from the 15,500-ton 1960 crop, according to the Foreign Agricultural Service.

Indian walnut exports during the 1961–62 season may total about 9,000 tons, unshelled equivalent. For the first 3 months of this season, exports have reached 4,100 tons unshelled and 1,100 tons shelled.

Items . . .

(Continued from page 543)

300 kg., required by Hindustan Antibiotics, Ltd., Pimpri; tender SE-487/M, 11 a.m. Apr. 30. Tender forms and specifications available without cost from India Supply Mission, 2536 Massachusetts Ave. NW., Washington 8, D.C.

Impulse operated **quay clock systems,** 2, comprising two master time clocks, four two-sided slave dials 48 in. diameter, four lattice steel towers, and one set of spares; 2:30 p.m. Apr. 26. Tender documents available for $6.51 which includes airmail postage charges, from Deputy Chief Accounts Officer (Engineering), Madras Port Trust Office, Madras 1.★

Diesel tractor-dozers, 34, all wheel drive, and **spare parts;** tender SE-7/311, 313-315-N/I, 11 a.m. (I.S.T.) Apr. 24. Tender documents available for $2.10 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., reference: D/ENQ/427.

Iraq

Motor graders, 2, 120 hp. diesel engine speed not to exceed 1,800 r.p.m., tender 68/62, 3 p.m. Apr. 25.

Galvanized steel barbed fencing wire, 30 tons, tender 69/62, 3 p.m. Apr. 4.

Acids and **chemicals fluids:** 350 gal. sulphuric acid for charging batteries; 100 gal. hydrochloric acid 23° TW. in 1-gal. bottles, tender 70/62, 3 p.m. Apr. 4.

Wheelbarrows, 600, 3 cu. ft. capacity 14G. steel bodies, 14 in. x 3 in. solid rubber cushion tired pressed steel disc wheels, tender 71/62, 3 p.m. Apr. 4.

Director General, Iraqi Ports Administrations, Margil.★

Korea

Communications equipment, estimated value $12,274, including 10 mobile VHF radio sets and parts, project 4409 (Part I); and 3 sets each voice frequency oscillator, voice frequency keyer, and HF aerial multicoupler, project 6655 (Part II); invitation KFX-2013-S, 10 a.m. Apr. 12. Office of Supply, Government of the Republic of Korea, Seoul.★

New Zealand

Mouth mirror heads, 7,000 size 4, simple screw stem to fit existing standard handle, chromium plated or stainless steel (handle not required), plain glass, capable of being sterilized without cracking or admitting water to casing. Sample of mirrors should be submitted with tender SMQ 7315 GSB 10200, Apr. 10. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C., File 62/112.★

Transformer bank and **spare unit** for Haywards Substation, 20 mv.-a., 110/33 kv. Tender 404, 4 p.m. May 8. New Zealand Electricity Dept., Wellington.★

Pakistan

Switchboard telephone operator head sets, 800, complete with 4-conductor plastic cords without plugs, tender Pur. 7-2/62/415, 9:15 a.m. Apr. 7.

Low-voltage **power distribution board** for communications transmitting and receiving terminals: transmitting terminal, 3 cubicles, 1,000 amps. capacity, 3-phase, 4-wire, 400-v.; receiving terminal 500 amps., two 3-phase circuits, 400-v.; tender Pur. 21-2/62/416, 9 a.m. Apr. 10.

Purchase Coordinating Officer, Pakistan Telegraph and Telephone Directorate-General, Block No. 32, Pakistan Government Offices, Karachi.★

Sudan

Transmitters, 6, HF ISB; 3 **ISB receivers** complete with diplex demodulator for 4 telephone channels; 4 **FSK receivers** complete with d.c. output unit; contract 79, Apr. 23.

Transmitting rhombics, 5; **receiving rhombics,** 2; 100 ft. **tubular masts** complete, 28; contract 80, Apr. 24.

One HF **radio link control terminal** and associated **test equipment;** contract 81, Apr. 25.

Automatic error correction equipment and associated **line test and monitor equipment;** contract 82, Apr. 26.

Telephones, 5,000 black automatic table-type; contract 83, noon May 1.

Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Taiwan

Pure **cocoa powder,** 24,450 lb., containing 22-24% butterfat, in 50-lb. cartons; sample required before Apr. 10; tender FPD-482, bids until Apr. 16, c. and f. Keelung. China Trust Corp., Taipei.

Greece Asks Insurance Bids For Delivery of Locomotives

Greece invites bids for insurance covering inland and ocean transportation of 10 diesel locomotives with accessories from the United States to Greece.

Offers should be submitted by 12 noon, Apr. 10, to Committee Chairman, Hellenic State Railways (SEK), 34 Themistocleous St., Athens, either by telegram or in sealed envelope plainly marked "Tender for Insurance of 10 Diesel Locomotives-Tender 5422."

A copy of tender 5422 containing terms and details is available on request from A. D. Sismanidis, Commercial Counselor, Royal Greek Embassy, 2211 Massachusetts Ave., NW., Washington 8, D.C., reference 456. Copies are available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

NATO Projects in Denmark Opened to U.S. Bidders

Three new contracts in Denmark, estimated to cost over $564,000, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

All three call for supplies for construction of POL storages in Denmark.

The first contract, estimated to cost $137,750, calls for supply of API steel pipes (14, 12, 10, 8, 6, and 4 in., including elbows).

The second, estimated to cost $136,300, calls for supply of valves and flanges (14, 12, 10, 8, 6, and 4 in., class 150, 300, and 600).

The third, estimated to cost $290,000, calls for delivery of steel.

Eligible firms interested in bidding should register their intentions by Apr. 10 with Forsvarets Bygningstjeneste, POL-Bygningsdistrikt, Vester Voldgade 117, 4. sal, Copenhagen V, Denmark, referring to Danish ICB No. 2/1962.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure of the NATO international competitive bidding program, available from that Division.

Intercommunication Phones Called for in Australia

The Postmaster-General's Department of the Commonwealth of Australia is inviting tenders on private automatic branch exchanges of various sizes, covering the number of exchange lines and extensions, in specified quantities, and annually over a 3-year period, quoting prices on a unit basis.

The intercommunication systems range from a single exchange line with two or three extensions to one with four or more exchange lines and approximately 20 extensions. The quantity of the exchange depends on the assignment of extensions, and could range from 3,000 to 15,500.

A copy of Schedule C. 8892 is available on loan, to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, Washington 25, D.C.

Copies of the schedule are also available for review at the office of the Australian Consul General, 31 East 69th St., New York, N.Y.

Tenders should be forwarded to the Controller Stores and Contracts, Postmaster-General's Department, 114 Russell St., Melbourne, before May 10.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

List of **building projects** announced during first quarter, 1962, available on loan.★

ADEN—Aden Port Trust to construct **dolphin berths** in Aden harbor; tenders for project expected to be invited in immediate future. Tenders to be handled by project consultants, Bruce White and Wolf Barry and Partners, 1 Lygon Pl., Westminister, SW.1., London, England. (FCW, June 12, 1961, p. 19.)

AUSTRALIA—State of Western Australia about to embark on series of major **construction works** to improve and standardize existing **railway** between Kalgoorlie and Kwinana, on western Seaboard. To be executed during 1962-68, civil engineering railway works, exclusive of stock, estimated at £40 million (£1=$2.25). Brochure containing preliminary information available on loan.★

Construction expected to begin soon on £5 million **cellulose factory** of Von Kohorn Industries Pty., Ltd., subsidiary of U.S. firm Von Kohore International, New York, N.Y.

Helena Rubinstein Pty., Ltd., subsidiary of Helena Rubinstein, Inc., 655 Fifth Ave., New York 22, N.Y., has received permission to construct **cosmetic factory** at Ermington, New South Wales.

Collier Carbon & Chemical Corp., 714 W. Olympic Blvd., Los Angeles 15, Calif., considering manufacture of **naphthalene** in Australia. Final decision for plant construction pending oil exploration results of Union Oil Co.

Merck, Sharpe, & Dohme International (Merck & Co., Lincoln Ave., Rahway, N.J.) will build £1 million **pharmaceutical plant** at South Granville, New South Wales.

Naugatuck Chemical Division of U.S. Rubber Co., 1230 Ave. of the Americas, New York 20, N.Y., to establish facilities for manufacture of **plastic resins.** Venture will be undertaken in association with Constantia Chemicals Pty., Ltd.

Pepsi Cola Co., 500 Park Ave., New York 22, N.Y., to establish £500,000 (£1=$2.25) **bottling plant** in Sydney.

BOLIVIA—As result of recent recommendations of Bolivian Power Co. to local power consumers to provide emergency **power sources** for next winter and for future years, opportunities expected to develop for sale of such equipment. Bolivian Power Co., Ltd. (Casilla 353), 1 Plaza Venezuela, La Paz.

Yacimientos Petroliferos Fiscales Bolivianos, Ave. Camacho-Bueno, Número 5804, La Paz, to construct a 2,000-barrel per day **oil refinery** at Santa Cruz. Cost stated at $6 million.

BRAZIL—State government of Rio Grande do Sul is to establish direct **connection** between Pôrto Alegre and Atlantic Ocean. Technical and economic feasibility studies conducted by Soc. Grenobloise d'Études et d'Applications Hydrauliques, Grenoble, France.

Research work underway for Petrobras' projected **terminal** for tankers in Tramandal area. Petroleo Brasilerio, S.A., Praco Pio X 119, 11° andar, Rio de Janeiro.

Federal Public Works and Sanitation Department to furnish 1 billion cruzeiros (318 cruzeiros=$1) for **dredging operations** and **dam construction projects** in Rio Grande do Sul.

CHAD—Fonds d'Aide et Cooperation (FAC), French foreign agency, and Organization Commune des Regions Sahariennes (OCRS), organization for economic cooperation composed of France, Niger and Chad, have announced **development programs** for Chad in 1962.★

CHILE—Following contract award for Pudahuel **airport runway** (see Contract Awards, p. 544), Ministry of Public Works, Santiago, expected to let contracts for **water and sewerage facilities, electronic installations,** and for construction of **terminal buildings.** Engineering plans for project were prepared by Airways Engineering Co., 1212 18th St., Washington, D.C. (FCW, May 8, 1961, p. 19.)

ECUADOR—U.N. Special Fund grant of $460,500 expected to be made for **survey of water resources** in Manabi province.

GERMANY—Federal Ministry of Transport considering construction of **bridges** across Rhine at Emmerich and Bendorf near Koblenz.

GREECE—Bids to be invited in July for establishment of $500,000 **feed mill.** Complete economic and technical survey on project being prepared by L. V. Alkaer Andersen, Consulting Engineers, Odense, Denmark.

(See Construction, page 561)

U.S. Trade Mission Develops Leads

Burma Seeks Furniture, Chemicals, Tractors, Foodstuffs, Other Items

THE following trade opportunities represent a list of export, agency, and import opportunities developed by the recent U.S. Trade Mission to Burma.

The Mission, the 100th to be sent abroad by the U.S. Department of Commerce, visited Burma from Jan. 29 to Mar. 10. (FCW, Jan. 22, p. 109.)

Additional information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Export Opportunities

200 Food, Related Products

Wheat. Central Enterprises, Ltd., 58 Strand Rd., Rangoon. WTD 3/21/61.

204 Grain Mill Products

Machinery for milling wheat into flour. Win Win Brothers, 252 Shwe Bontha St., Rangoon. WTD 3/6/62.

220 Textile Mill Products

Textiles. Thein Zaw Trading Co., 115 31st St., Rangoon. WTD 2/20/60.

Viscose staple and dacron staple suitable for suiting. Bandoola Blanket Mills, Ltd., 675 Merchant St., Rangoon. WTD 6/3/59.

250 Furniture, Fixtures

Furniture. Thein Zaw Trading Co., 115 31st St., Rangoon. WTD 2/20/60.

260 Paper, Allied Products

Paper and newsprint. Central Sports & Trading, Ltd., 319 Maha Bandoola St., Rangoon. WTD 9/14/59.

275 Commercial Printing

Offset printing press. Ludu Tobacco Co., Ltd., 641 Maha Bandoola St., Rangoon.

280 Chemicals, Allied Products

Bulk chemicals. Union Overseas Agencies, 195 34th St., Rangoon. WTD 2/9/61.

281 Organic, Inorganic Industrial Chemicals

Polyethylene. Raw materials for paint industry. Union Overseas Agencies, 195 34th St., Rangoon. WTD 2/9/61.

Plasticizers, stabilizers, fillers, lubricants, dye pigments, and cloth for laminations. Bandoola Plastics, 675 Merchant St., Rangoon. WTD 11/17/61.

Plastic molding powders. Also plastic sheeting in rolls, PE and vinyls. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

282 Plastics, Plastic Materials

Butadiene-styrene copolymers. Union Overseas Agencies, 195 34th St., Rangoon. WTD 2/9/61.

Total of 150 tons a year of PVC resins. Bandoola Plastics, 675 Merchant St., Rangoon. WTD 11/17/61.

283 Pharmaceuticals

Pharmaceuticals. Central Sports & Trading, Ltd., 319 Maha Bandoola St., Rangoon. WTD 9/14/59.

290 Petroleum Refining

Motor oils. National Trading Development, 1-9 Latter St., Rangoon. WTD 11/16/59.

Lubricating oils. Khin Htwe Co., 25 101st St., Rangoon. WTD 5/25/61.

322 Glass, Glassware

Perfume and medicine bottles. Joker Medical Hall, 169/171 Shwe Bontha St., Rangoon. WTD 2/20/62.

331 Rolling Mills

Wire for use in manufacture of woodscrews. Sundaram & Co., 358/376 Shwe Bontha St., Rangoon. WTD 7/26/57.

350 Machinery, Except Electrical

Plywood machinery. Hanthawaddy Trading Partnership Co., 422/4 Shwe Bontha St., Rangoon. WTD 11/30/61.

352 Farm Machinery, Equipment

Farm tractors. Central Enterprises, Ltd., 58 Strand Rd., Rangoon.

353 Construction, Mining, Materials Handling Equipment

Materials-handling equipment. Yoma Traders, Ltd., 127 27th St., Rangoon. WTD 2/8/62.

Roadbuilding equipment. U Aye & Co., 379 Maha Bandoola St., Rangoon. WTD 12/27/60.

354 Tools

Galvanizing plant equipment to galvanize corrugated roofing sheets 6 ft. to 8 ft. x 2 ft. 3 in. and 2 ft. 9 in. wide by hot dip method. Also machinery to manufacture woodscrews from wire. Sundaram & Co., 358/376 Shwe Bontha St., Rangoon. WTD 7/26/57.

355 Special Industry Machinery

Paper-making machinery for sugar cane pulp and bamboo. U Aye Maung & Sons, 107 39th St., Rangoon. WTD 12/6/60.

Equipment on terms to distill essential oils and medicinal distilled water. Joker Medical Hall, 169/171 Shwe Bontha St., Rangoon. WTD 2/20/62.

Printing press for direct printing on tin cans. Ludu Tobacco Co., Ltd., 641 Maha Bandoola St., Rangoon.

Chicken-picking machinery. Also machine for producing embossed paper doilies and other paper stampings. Strand Hotel, Strand Rd., Rangoon.

Machinery and technical advice for making batteries, flat glass, or fluorescent tubes. Ahmed Dadabhoy Brothers (Burma), Ltd., 280 Edward St., Rangoon. WTD 12/15/60.

Plastics embossing equipment. Bandoola Plastics, 675 Merchant St., Rangoon. WTD 11/17/61.

356 General Industrial Machinery, Equipment

Machinery for preparing poultry feeds. National Trading Development, 1-9 Latter St., Rangoon. WTD 11/16/59.

360 Electrical Machinery, Equipment, Supplies

Seeks c.i.f. offer for electrical goods. Tun Yadana Co., 228 29th St., Rangoon. WTD 9/1/60.

Radio components. H. S. Radio & Electrical Works, 6 Sule Circle, Rangoon. WTD 8/16/61.

362 Electrical-Industrial Apparatus

Welding rods, electrodes, transformers 200 to 400 amps., both new and late type rebuilt. Also electric welding accessories. The Excel Trading Co., 154 Theinbyu Rd., Rangoon. WTD 10/21/60.

371 Motor Vehicles, Equipment

Trucks. Yoma Traders, Ltd., 127 27th St., Rangoon. WTD 2/8/62.

386 Photographic Equipment, Supplies

U.S. motion pictures. Khin Khin Brothers, 329 Sparks St., Rangoon. WTD 8/18/60.

U.S. films. Burma Supplies, Maha Bandoola St., Rangoon. WTD 7/28/60.

Contact with U.S. film producers. Aung Soe Agencies, 31 Shwe Bontha St., Rangoon. WTD 3/1/62.

390 Miscellaneous Manufacturing Industries

Scientific instruments and appliances. Burma Gem House, 132 Sule Pagoda Rd., Rangoon. WTD 6/15/60.

394 Sporting Goods

Educational and instructional toys. Burma Gem House, 132 Sule Pagoda Rd., Rangoon. WTD 6/15/60.

395 Fountain Pens

Ballpoint pens. Central Sports & Trading, Ltd., 319 Maha Bandoola St., Rangoon. WTD 9/14/59.

Agency Opportunities

200 Food, Related Products

Canned foodstuffs, all kinds. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

Foods, seeds, edible oils. Hashim & Cassim, Ltd., 82 Edward St., Rangoon. WTD 8/16/61.

Canned milk products and tinned provisions. Shwe Trading Co., 392 Mogul St., Rangoon. WTD 5/6/59.

Tinned provisions. Nwe Ni Stores, 480 Maha Bandoola St., Rangoon. WTD 5/29/61.

208 Beverage Industry

Liquors. Nwe Ni Stores, 480 Maha Bandoola St., Rangoon. WTD 5/29/61.

220 Textile Mill Products

Cotton, wool, and synthetic fiber blend textiles. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

Importing textiles. Aung Soe Agencies, 31 Shwe Bontha St., Rangoon. WTD 3/1/62.

Textiles. Dagon Trade Agencies, 188 Lewis St., Rangoon. WTD 1/30/61.

Textiles. U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/54.

228 Yarn, Thread Mills

Nylon yarn. S. H. Mohummud Bros., 27 Edward St., Rangoon. WTD 2/20/62.

260 Paper, Allied Products

Stationery and paper. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

262 Paper Mills

Paper products. Trades Overseas (Burma), 346 Maha Bandoola St., Rangoon. WTD 9/1/61.

280 Chemicals, Allied Products

Pharmaceuticals, agricultural insecticides, herbicides, grain fumigants. Burma National Stores, 353 Mogul St., Rangoon. WTD 12/5/61.

Chemicals. Dagon Trade Agencies, 188 Lewis St., Rangoon. WTD 1/30/61.

Dyes for textiles and auxiliary chemicals. Hashim & Cassim, Ltd., 82 Edward St., Rangoon. WTD 8/16/61.

Insecticides. Also paints. Shwe Hintha Trading Co., 392 Mogul St., Rangoon. WTD 5/6/59.

281 Organic, Inorganic Industrial Chemicals

Pharmaceuticals. Y. E. I. Dawoodjee, 122 Sparks St., Rangoon. WTD 10/11/60.

Dye stuffs. Dagon Trade Agencies, 188 Lewis St., Rangoon. WTD 1/30/61.

282 Plastics, Plastic Materials

Plastics. Hashim & Cassim, Ltd., 82 Edward St., Rangoon. WTD 8/16/61.

Synthetic fibers. Also plastic raw materials. Thiri Thitsa Trading Co., Ltd., 673 Merchant St., Rangoon. WTD 9/13/61.

283 Pharmaceuticals

Basic drugs and pharmaceuticals products. Choo Seng & Co., 22d St., Rangoon. WTD 5/25/60.

284 Toilet Preparations

Toilet requisites. Nwe Ni Stores, 480 Maha Bandoola St., Rangoon. WTD 5/29/61.

Toilet requisites. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

287 Agricultural Chemicals

Synthetic fertilizers. Myanma Nyun Co., 126 Barr St., Rangoon. WTD 7/13/53.★

301 Tires, Inner Tubes

Tires. Zabu Thiri Co., Ltd., 176 33d St., Rangoon. WTD 8/17/61.

320 Stone, Clay, Glass Products

Building materials. G. H. E. Bawa & Son, 40 China St., Rangoon.WTD 6/27/61.

340 Fabricated Metal Products

Prestressed concrete products. Y. E. I. Dawoodjee, 122 Sparks St., Rangoon. WTD 10/11/60.

342 Cutlery, Hand Tools, General Hardware

General hardware. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

Cutlery. General hardware. Tools and implements. G. H. E. Bawa & Son, 40 China St., Rangoon. WTD 6/27/61.

General hardware, small tools. Y. E. I. Dawoodjee, 122 Sparks St., Rangoon. WTD 10/11/60.

Hardware goods. U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/54.

349 Miscellaneous Fabricated Metal Products

Novelty goods. Haroon Abdul Karim Co., 94 Edward St., Rangoon. WTD 6/15/60.

350 Machinery, Except Electrical

Machinery and accessories. Trades Overseas (Burma), 346 Maha Bandoola St., Rangoon. WTD 9/1/61.

All types machines. Thiri Thitsa Trading Co., Ltd., 673 Merchant St., Rangoon. WTD 9/13/61.

351 Engines, Turbines

Inboard/outboard motors and parts. Sein Trading Co., Ltd., 73/77 Maung Taulay St., Rangoon. WTD 2/27/52.

356 General Industrial Machinery, Equipment

Overhead fans 56 in. sweep. G. H. E., Bawa & Son, 40 China St., Rangoon. WTD 6/26/61.

360 Electrical Machinery, Equipment, Supplies

Automotive spare parts. Myanma Nyun Co., 126 Barr St., Rangoon. WTD 7/13/53.★

Electrical goods. Aung Soe Agencies, 31 Shwe Bontha St., Rangoon. WTD 3/1/62.

Electric goods. Trades Overseas (Burma), 346 Maha Bandoola St., Rangoon. WTD 9/1/61.

Air conditioners. Motor car parts. Refrigerators. Zabu Thiri Co., Ltd., 176 33d St., Rangoon. WTD 8/17/61.

Electrical goods. U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/54.

362 Electrical-Industrial Apparatus

Motors and spare parts. G. H. E. Bawa & Son, 40 China St., Rangoon. WTD 6/27/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Auto spare parts and accessories. U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/54.

384 Surgical Instruments, Supplies

Surgical instruments and appliances. Shwe Hintha Trading Co., 392 Mogul St., Rangoon. WTD 5/6/59.

386 Photographic Equipment, Supplies

Film import on commission basis. Mg Aung Than & Co., 82 Shwe Dagon Pagoda Rd., Rangoon. WTD 7/3/61.

Importing U.S. films, commission basis (30%). Thaik Soe & Co., 224/226 Barr St., Rangoon. WTD 11/18/58.

387 Clocks

Watches and clocks. Trades Overseas (Burma), 346 Maha Bandoola St. WTD 9/1/61.

398 Miscellaneous Manufacturing Industries

Linoleum. Myanma Nyun Co., 126 Barr St., Rangoon. WTD 7/13/53.★

Import Opportunities

071 Agricultural Services

Jute. Ng Eng Kiat & Co., 12 64th St., Rangoon. WTD 5/2/61.

149 Miscellaneous Nonmetallic Minerals

Mica sheets. Ng Eng Kiat & Co., 126 64th St., Rangoon.

Mica. Duwun Trading Co., 8 Oliphant St., Rangoon. WTD 7/21/61.

209 Miscellaneous Food Preparations

Kernal powder (tamarind seed). U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/62.

220 Textile Mill Products

Hand-loomed cotton and silk textiles. U Kan Gyi & Son, 380 Shwe Bontha St., Rangoon. WTD 9/15/60.

232 Men's, Youths', Boys' Furnishings

Hand-woven silk ties. Burma Supplies, Maha Bandoola St., Rangoon. WTD 7/28/60.

240 Lumber, Wood Products

Hardwood flooring. Ng Eng Kiat & Co., 12 64th St., Rangoon. WTD 5/2/61.

Teakwood. Sein Trading Co., Ltd., 73/77 Maung Taulay St., Rangoon. WTD 2/27/52.

Timber. Thein Nyunt Brothers, 8 Franklin Rd., Rangoon. WTD 7/25/61.

Teak lumber. Shan Marketing Union, Ltd., 416/420 Shwe Bontha St., Rangoon. WTD 8/1/61.

Teak flooring panels. Central Sports & Trading, Ltd., 319 Maha Bandoola St., Rangoon. WTD 9/14/59.

(See Leads, page 577)

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Pressure die casting machine, Model Castmatic 300, complete with all standard equipment. Loan 144; worldwide. Ref. NSIC/HP/2C-954/62. Apr. 18.

"Izod" parers, 4; **sifter; automatic pressure dryer; disintegrator; moisture meter.** Delivered at Bombay. Ref. NSIC/HP/2B-2456/62. One unit R.D. 1750 **oxygen generating plant** to produce 1,750 cu. ft. per hour of 99.9% minimum purity oxygen. Delivered at Sahibabad. NSIC/HP/2D-1986/62. Loan 144; worldwide. May 16.

Extruder for heavy gage sheet and corrugated sheet with automatic cutting machine and take up, one unit. Delivered at Kanpur Central Goods Shed. NSIC/HP/2D-1976/62. Loan 144; worldwide. Apr. 30.

Solder wire extrusion press; motor and contacting gear for same; spare **extrusion ram;** complete set of spare **bridge dies** and **die holders; billet mold; coiling stand;** twenty-one die, **wire drawing machine; motor** and **starter** for same. NSIC/HP/2B-2407/62; Universal pantograph **die sinking machine,** especially for duplicating at a 1:1 ratio from pattern by pantograph, with infinitely vertible spindle speeds from 350-10,000 r.p.m. with standard accessories and attachments. NSIC/HP/2B-2433/62. Loan 144; worldwide. Apr. 25.

The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Supply of **power cables** and **accessories** for Sharavathi Valley Project. Loan 120; inquiry HCP/SVHEP/18/Jan.62; worldwide. Deadline extended to Apr. 30. (FCW, Mar. 5, p. 382).★

Supply of hand-operated **drain valves, bus pipe** with disperser and allied accessories, required for penstock drainage system of Sharavathi Valley Project first stage. Loan 120; worldwide; inquiry HCP/SVHEP-16/Jan. 62. Deadline extended from Mar. 15 to Apr. 16. (FCW, Feb. 12, p. 245.)

Government of Mysore, Office of the Chief Engineer, Hydro Electric Construction Projects, Race Course Cross Rd., P.B. No. 60, Bangalore 9. Tender specifications available for sale from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Diesel-driven crawler-mounted **shovel excavator** having 1⅛ cu. yd. dipper with standard equipment, accessories, and spares. Loan 157; **U.S. source.** IL# 991643/HQ/61/CCI/CG. Ref. 41(118)/61-AID-II. Apr. 22. Bagalkot Cement Co., Ltd., Stadium House, Veer Nariman Rd., Bombay 1.★

Stainless steel sheets, type AISI 316 and AISI 321 in 2B or 2D finish, sizes, 8 ft. x 4 ft. x 16G; 8 ft. x 4 ft. x 10G; 8 ft. x 4 ft. x 14G; 8 ft. x 4 ft. x 20G. Loan 159; **U.S. source.** IL#BOM/IL/C/Tex/Mach/2814/3551/AH-61. Apr. 16. Calico Industrial Engineers, P.O. Box 7357, Bombay 58.

Israel

Model H-50 International, or equal, **Hough payloader;** H-50, 84-in. Drott four-in-one, 1⅛ cu. yd. bucket, with teeth. Loan 214; **U.S. source.** Sub-Authorization 790/1/89. Apr. 15. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by June; prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Pakistan

Steel angles, channels, tees and **joists; steel beams; flat bottom rails** and **bridge rails; steel wire,** galvanized, having tensile strength of 40-50 tons per square inch; bright hard drawn **m.s. wire** in catchweight coils; **spring steel wire; mild steel wire**—in coils; **iron and steel wire rods; spring steel strips; seamless conduit tubings; welded steel tubes; mild steel black seamless tubing; steel seamless pipe; stainless steel** AISI 416; **seamless tubes; pipe fittings.** Pending loan; **limited U.S. source.** Credit amount, $189,000. Apr. 16.

Steel angles, channels, tees and **joists; steel beams, flat bottom rails, bridge rails; steel wire,** galvanized, having tensile strength of 40-50 tons per square inch; bright hard drawn **m.s. wire; spring**

(See DLF, page 549)

Germany NATO Projects Open to U.S. Bidders

Two new projects in the Federal Republic of Germany have been opened to U.S. bidders, under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

● The first project—earthmoving and roadbuilding work in Lower Saxony—calls for 430,000 cubic meters of earthmoving work; 180,000 cubic meters of frost protection material; 195,000 square meters of concrete surface; 410,000 square meters of hot-applied bituminous stabilization; and 35,000 square meters of black top surface. Bid deadline is May 11.

● The second project calls for fencing work in Lower Saxony. It involves supplies of 11,500 linear meters of chain link wire, including gates. Bid deadline is May 11.

Eligible firms interested in bidding should submit applications before Apr. 9, on a prescribed form, to Bundesamt fur gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, (16) Frankfurt/Main, Germany, quoting reference No. 0 6921-2/62, for the first project; and reference No. 0 6921-3/62 for the second.

The prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program available from that Division.

investment in
PERU
$1.25
Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

DLF . . .

(Continued from page 548)

steel wire; mild steel wire; iron and steel wire rods; silicon manganese spring steel strip, for oil hardening and tempering; **seamless conduit tubings; seamless steel tubing and pipes; pipe fittings.** Pending loan; limited **U.S. source.** Credit amount, $84,000. Apr. 16.★

Steel angles in random lengths of 25-30 ft.; **steel channels** in random lengths of 30-35 ft.; **tees** in random lengths of 25-30 ft.; **steel joists,** ASTM 242 in lengths of 25-30 ft.; **steel beams; flat bottom rails; bridge rails; steel wire,** galvanized; bright hard drawn **M.S. wire** in catchweight coils; **spring steel wire; mild steel wire,** in coils; **iron and steel wire rods; silicon manganese spring strips.** Pending loan; **limited U.S. source.** Credit amount, $907,-200. Apr. 16.

The Batala Engineering Co., Ltd., The Mall, Lahore. Cable Address: BATENCO, Lahore.★

Sand Plant, Equipment Asked For Steel Foundry in India

The Deputy Chief Mechanical Engineer, Chittaranjan Locomotive Works, Chittaranjan, West Bengal, has invited sealed global bids for the supply, erection, and commissioning of a sand plant to handle 10 tons of silica sand per hour for a steel foundry. The foundry has an annual capacity of 10,000 tons of castings.

The sand plant will be comprised of reception, washing, and grading units. Bids should reach the Deputy Chief Mechanical Engineer not later than 5:30 p.m. (I.S.T.) May 2.

Tender documents SFM-62/09/5A-1 can be purchased for $10.50 a set from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., reference D/ENQ/423.

The same authority is also inviting bids for equipment for the steel foundry. Tender SFM-62/09/27-A is for arc cutting and gouging equipment suitable for use for cutting and beveling steel castings.

Tender SFM-62/09/31-A calls for a complete set of powder washing equipment for removal of burned on and metal penetrated sand and scabs from steel castings. This equipment should also be suitable for gouging out defects and for cutting and lancing.

Bids on these two tenders should reach the Deputy Chief Mechanical Engineer by 5:30 (I.S.T.) June 1. Tender papers for this equipment are also available from the India Supply Mission for $2.10 for each set, reference D/ENQ/425 and D/ENQ/426, respectively.

M.S. sheets, hot rolled, gage 16,22,24,26, sizes 8 x 4 ft., 8 x 3 ft., 6 x 3 ft. Pending loan; **limited U.S. source.** Credit amount, $6,300. Apr. 16. Asiatic Chemical Industries, Ltd., Ismailjee Alibhoy Bldg. Marriot Rd., Karachi. Cable Address: CHEMIHOUSE, Pakistan.

Galvanized plain sheets, according to ASTM-Q-1-716(3), about 54 tons, sizes must be 8 ft. x 3 ft. x 24, 26 and 28 ISG, no part/transshipment; or, **pig iron foundry,** grade first or second, according to ASTM quality, about 150 tons, no part/transshipment. Pending loan; **limited U.S. source.** Credit amount, $9,240. Apr. 16. Friends Engineering Works, Thakar Singh Gate, Gujranwala. Cable Address: CHIRAGSONS, Gujranwala.

Mild steel sheets, cold rolled, close annealed as follows: American specifications: ASTM designation A-366-58T and/or ASTM designation A-365-58T. Size/gage: 12 x 3 ft. x 8 ft., 16 x 3 ft. x 6 ft., 16 x 26 in. x 52 in., 18 x 3 ft. x 6 ft., gage, 18 x 26 in. x 52 in., 24 x 3 ft. x 8 ft., 26 x 3 ft. x 8 ft., 28 x 3 ft. x 8 ft. Pending loan; **limited U.S. source.** Credit amount, $100,716. Apr. 26. Kruddson Ltd., Kruddson Bldg., S.I.T.E., Mangopir Rd., Karachi 16.★

Turkey

Supply of **materials** and **equipment.** Loan 98; worldwide. May 2. Etibank, General Management, Electrical Department, Ankara. Interested suppliers may obtain copies of invitation to bid and specifications from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

Supply of **materials** and **equipment** for 12 cities distribution networks (Illerbank General Management). Addendum 1; loan 98; worldwide. Apr. 10. Iller Bankasi, Genel Mudurlugu, Ankara. Interested suppliers may obtain copies of Addendum 1 and invitation to bid from Ebasco Services, Inc., (address above).★

Installation of **cold storage plant** with capacity of 300 tons a year of fruits, vegetables, cheese, eggs. Loan 11; worldwide (ICA Code 899). Amount of credit, $18,154. Apr. 25. Mr. Ali Riza Kuzucan, Eski Sarap Iskelesi sokak, Muradiye Han No. 26, Galata, Istanbul, where interested suppliers should apply for further information.★

Yugoslavia

Materials for the plastics and chemicals project in Zagreb: Requisition 2762-198 C, **tank truck and tank car loading assemblies,** 9. Loan 135; **U.S. source.** Ref. DLF #26. Apr. 6. Invest Import, Terazija 5, Belgrade. Detailed specifications may be obtained from Foster Wheeler Corp., 666 Fifth Ave., New York 19, N.Y. Attention: R. F. Lunger.

Cape Town Requests Refrigeration Plant

Bids are invited by the City of Cape Town for design, supply, delivery, and installation of a refrigeration plant, together with design and layout, wanted for cold stores at the New Maitland Abattoir in Cape Town.

The plant is to have the capacity to process 720 cattle and 4,000 sheep daily, including quick freezing and adequate storage facilities.

Bids should reach the Town Clerk, Tender Box 49, Central Tender Office, Town Clerk's Department, Old Drill Hall, Longmarket St., Cape Town, not later than 2 p.m. July 13.

Bid documents including terms of contract, plans, and specifications, may be obtained from the Quantity Surveyor's Office, City Engineer's Department, City Hall, Cape Town, for 6 rand ($8.40) which will be refunded on receipt of a bona fide bid and return of the documents.

A copy of the bid documents is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Nigeria Expands Procedure For Commodity Marketing

Various Nigerian commodities may now be purchased directly from Lagos as well as through brokers or merchants in London.

In the past, the Nigerian Produce Marketing Co., which controls the marketing of various key Nigerian export commodities, dealt exclusively with agents in the United Kingdom. The products handled by the company are cocoa, palm oil, palm kernels, peanuts, cotton, soya beans, benne (sesame), citrus fruits, and copra.

Inquiries regarding the new procedure, which became effective at the start of this year, and details of prices, terms of trade, and shipping and quality specifications should now be addressed to E. J. Barker, Nigerian Produce Marketing Co., Ltd., Constanza House, 72 Campbell St., Lagos, Nigeria. If information is urgently needed, inquiries may be made directly to the Trade and Investment Division, Consulate General of Nigeria, 575 Lexington Ave., New York 22, N.Y.

U.S. exports of inedible tallow and greases totaled a record 1,814 million pounds in 1961, up 6.5% from the previous record set in 1960, according to the Foreign Agricultural Service.

Japan continued to be the best single customer taking just over 400 million pounds, an increase of about 6% from a year ago.

NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

019 Miscellaneous Commercial Farms

Canada

Guinea pigs and rats. Denis Brennan, Animal Research Branch, Canadian Department of Agriculture, Ottawa.

Italy

Soybean seeds, 1,000-2,000 metric tons. La Teverina—Soja Sicilia (importer, exporter, producer), 2 Via Villafranca, Comiso (Ragusa), Sicily. WTD 3/7/62.

200 Food

British West Indies

Canned sardines, in all sauces except mustard, urgently required. Weiting and Richter, Georgetown. WTD 8/1/61.

West Cameroon

All kinds of tinned and packaged foods. Direct purchase and agency. J. R. A. & Co. (importer, exporter), P.O. Box 90, Kumba. WTD 2/28/62.

201 Meat Products

Congo

Canned meat. Direct purchase and agency. Frigokasai (importer, wholesaler), B. P. 84, Luluabourg (Kasai). WTD 3/1/62.

202 Dairy Products

Congo

Powdered and condensed milk. Direct purchase and agency. Frigokasai (importer, wholesaler), B. P. 84, Luluabourg (Kasai). WTD 3/1/62.

South Africa

Whole sterilized milk in 96-oz. cans. Direct purchase and agency. Cora Agency (Pty.), Ltd. (wholesaler, importer), c/o Dock Rd. & Chiappini St., Cape Town. WTD 3/1/62.

203 Preserving, Canning Fruits, Vegetables, Seafoods

Australia

Almonds, blanched, salted, smoked. Orbis Trading Co. (manufacturer's representative, produce agent), 37 Wangalla Rd., Lane Cove, Sydney. WTD 5/17/61.

Congo

Canned fish, vegetables, jams. Direct purchase and agency. Frigokasai (importer, wholesaler), B. P. 84, Luluabourg (Kasai). WTD 3/1/62.

France

Quick frozen foods such as vegetables, fruits, fresh or cooked fish, pre-cooked dishes. Direct purchase, agency. Alma, S.A. (manufacturer, wholesaler, importer), 1 Square d'Amiens, Paris 20. WTD 12/21/61.

204 Grain Mill Products

Congo

Flour, oats, starch. Direct purchase, agency. Frigokasai (importer, wholesaler), B.P. 84, Luluabourg (Kasai). WTD 3/1/62.

Saudi Arabia

Wheat flour, Canadian wheat grains. Mohamed Ali M. Suleman Azizkhan (importing distributor, manufacturer's agent, commission merchant), P.O. Box 558, Jidda. WTD 3/1/62.

Surinam

Canned and dry dog, cat food. Direct purchase, agency. H. I. Hussain-Ali Drug Store (manufacturer's agent, commission merchant, importer-distributor, wholesaler, retailer), Jodenbreestraat 34 (P.O. Box 912), Paramaribo. WTD 11/17/60.

220 Textile Mill Products

Germany

Fabrics for ladies' dresses. Rueger & Co. (manufacturer), 47-49 Hofaue, Wuppertal-Elberfeld. WTD 7/12/61.

221 Broad Woven Fabric Mills, Cotton

Germany

Elastic fabrics for manufacture sports clothing (150 centimeters wide), in various colors; similar to sample.★ Gesellschaft fuer Velvet-Industrie mbH (manufacturer, importing distributor), 19 Jaegerstr., Krefeld. WTD 2/20/62.

Greece

Quilted material for mattress pads. Yannas Brothers (importer, manufacturer), 49 Hermes St., Athens. WTD 11/27/61.

Surinam

Cotton piece goods. Direct purchase and agency. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Germany

Viscose rayon fabric, 60 denier, bright on warping beams. Gesellschaft fuer Velvet-Industrie mbH (manufacturer, importing distributor), 19 Jaegerstr., Krefeld. WTD 2/20/62.

Fabrics of synthetic (non-cellulosic) fiber, non-cellulosic fiber blended with wool or cotton for use in men's and ladies' apparel. Robert Kraemer & Co. GmbH (importing distributor), 58 Contrescarpe, Bremen. WTD 3/5/62.

225 Knitwear

Germany

Ladies' synthetic sweaters, V neck, round neck, in all sizes with short, ¾ and long sleeves. Textilimport Marian Aurbach (importer, wholesaler), 19a Duisburgerstr., Duesseldorf. WTD 7/7/61.

Ladies' and girls' lingerie of synthetic (non-cellulosic) fiber, high fashion styles. Robert Kraemer & Co. GmbH (importing distributor), 58 Contrescarpe, Bremen. WTD 3/5/62.

Netherlands Antilles

Baby and infant articles. Bambi-N. Causanchi (importer, wholesaler, retailer), 2 Bakkerstraat, Willemstad, Curacao. WTD 11/10/60.

Surinam

Women's and children's tricot lingerie.

Direct purchase and agency. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

227 Floor Covering Mills

Germany

Hand-knotted carpets, rugs of contemporary design. Direct purchase, agency. "Heinzelmann" Werner Preczko (importing distributor), 23 Ahnfeldstr., Duesseldorf. WTD 2/16/61.

228 Yarn, Thread Mills

Germany

Hand-knitting yarns of wool blended with synthetic (non-cellulosic) fiber, of pure wool, pure non-cellulosic fiber; made up for retail sales. Robert Kraemer & Co. GmbH (importing distributor), 58 Contrescarpe, Bremen. WTD 3/5/62.

230 Apparel

Surinam

Women's, children's readymade clothing, belts, scarves. Direct purchase, agency. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies', girls' lingerie of synthetic (non-cellulosic) fiber, high-fashion styles. Robert Kraemer & Co. GmbH (importing distributor), 58 Contrescarpe, Bremen. WTD 3/5/62.

Netherlands Antilles

Underwear, nightwear for babies, infants. Bambi-N. Causanchi (importer, wholesaler, retailer), 2 Bakkerstraat, Willemstad, Curacao. WTD 11/10/60.

236 Girls', Children's, Infants' Outerwear

Netherlands Antilles

Outerwear for babies, infants. Bambi-N. Causanchi (importer, wholesaler, retailer), 2 Bakkerstraat, Willemstad. Curacao. WTD 11/10/60.

242 Sawmills, Planing Mills

Belgium

Redwood, red cedar for manufacture of shingles. Ets. Desmet, s.p.r.l. (importer, manufacturer), 126 rue de la Bourgogne, Mouscron. WTD 3/6/62.

251 Household Furniture

Germany

Garden furniture, especially metal, & related metal articles. Direct purchase, agency. Richard Henkel (manufacturer), Ernsbach/Wuerttemberg. WTD 3/6/62.

252 Office Furniture

Germany

Office furniture. P. Reichmann Soehne (manufacturer, wholesaler), 143a Oskar-Jaeger-Str., Koeln. WTD 7/14/61.

262 Paper Mills

France

Wrapping paper. Direct purchase, agency. Les Papiers Ortet, S.A. (trader, importer), 21 rue de l'Echiquier, Paris 10. WTD 12/21/61.

263 Paperboard Mills

France

Kraft liner paper, cardboard. Direct purchase, agency. Les Papiers Ortet, S.A. (trader, importer), 21 rue de l'Echiquier, Paris 10. WTD 12/21/61.

264 Converted Paper, Paperboard Products

Italy

All types of wall paper, washable-nonwashable, including mural-type scenes, designs, especially novelties. Wall paper, decorative panels, plastic coated or not, washable-nonwashable. L'Arte della Casa-A. Fumagalli (importing distributor), Via Cola di Rienzo 38-40, Rome. WTD 12/21/61.

Surinam

Plates, cups, straws, spoons, forks for hot, cold foods, beverages; napkins, towels, facial, toilet tissue; wax paper, bags. Direct purchase and agency. H. I. Hussain-Ali Drug Store (manufacturer's agent, commission merchant, importer-distributor, wholesaler, retailer), Jodenbreestraat 34 (P.O. Box 912, Paramaribo. WTD 11/17/60.

265 Paperboard Containers, Boxes

Honduras

Light weight folding boxes, 7½" x 5½" x 2", 500,000 annually. Cafe Corona (coffee mill), Avda. Lempira 429, Tegucigalpa, D. C. WTD 3/6/62.

280 Chemicals

France

Chemico-technical specialties for welding, scouring, maintenance. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Cellophane. Direct purchase, agency. Les Papiers Ortet, S.A. (trader, importer), 21 rue de l'Echiquier, Paris 10. WTD 12/21/61.

Honduras

Printed cellophane; 13,000 lbs. annually. Cafe Corona (coffee mill), Avda. Lempira 429, Tegucigalpa, D. C. WTD 3/6/62.

283 Drugs

France

Vitamins, organic products for prep-

Israel Invites Bids For Harbor Works

International bids are invited by Israel for construction of the first phase of a new seaport at Eilat on the Red Sea.

The work consists of a reinforced concrete or steel sheet pile quay, in alternate lengths of 495 and 362 meters, depth of water about 12 meters; and construction of paved areas including drainage and water supply, fencing, ducts for different services, and general development of the port area.

Firms interested in bidding should express their interest by Apr. 15 to the Israel Ports Authority, Hashmonaim St., P.O. Box 2086, Tel Aviv, enclosing prequalification information such as size and value of similar work completed, floating and other equipment available for the work, and information on their financial and legal status.

Work is scheduled for completion within 2 years.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

aration of animal feeds. Ets. Jean Langlois, S.A. (trader, importer, commission agent), 3 Place du Colombier, Rennes (Ille-et-Vilaine). WTD 12/21/61.

Chemical products in bulk for pharmaceutical industry. Direct purchase, agency. Ets. Villeneuve & Phulpin, S.A. (trader, importer, commission agent), 60 rue de Wattignies, Paris 12. WTD 12/21/61.

Germany

Hirudin ex hirudine. Rugard Kemperdick & Co. (manufacturer), 32 Schillerstr., Porz bei Koeln. WTD 3/16/61.

Blood grouping serums, Rh-factor test serums. Serum-Institut Dr. Hans Molter (manufacturer, wholesaler, retailer), 112 Bergstr., Heidelberg. WTD 2/21/62.

Greece

New antibiotics, proprietary medicines against diabetes melitus. Demosthenes K. Kotsopoulos (importing distributor, wholesaler, retailer, sales agent), 5 Platia Syntagmatos, Athens. WTD 3/6/62.

Italy

New medicinal specialties for treating lung, liver, muscular, nervous diseases. Direct purchase, agency. Prodotti Soave, Industria Biochimica (manufacturer), 13/bis, Via Villa Della Regina, Turin. WTD 3/6/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Kuwait

Soap, detergents, cleaning preparations. Direct purchase, agency. Ra'ad Stores (agent, contractor, wholesaler, retailer), P.O. Box 386, Kuwait. WTD 3/5/62.

Surinam

Cosmetics, toilet preparations, inexpensive items, especially purse powder makeup (½ and 1 oz. containers), nail polish, lipstick, face & hand cream, hair spray, egg shampoo, perfumes, cologne, aftershave lotion. Direct purchase, agency. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52. under name of Chin Ten Fung Brothers.

Inexpensive toilet, medicinal soap. H. I. Hussain-Ali Drug Store (manufacturer's agent, commission merchant, importer-distributor, wholesaler, retailer), Jodenbreestraat 34 (P. O. Box 912), Paramaribo. WTD 11/17/60.

286 Gum, Wood Chemicals

Germany

Raw material for lacquer, paint industries, such as dipentene, turpentine oil, resins from balsam & roots, wood oil, oiticica oil. Direct purchase, agency. Hanf & Nelles (importing distributor, manufacturer's agent), Postfach 110, Duesseldorf-Reisholz. WTD 6/2/61.

289 Miscellaneous Chemical Products

Germany

Adhesive material for backs of woven labels which can be fixed to cloth by a hot iron. Carl Neiss (manufacturer) 36-52 Gruener Dyk, Krefeld. WTD 7/11/61.

Special auxiliaries for rubber manufacturing industry, such as carbon black. Direct purchase, agency. Hanf & Nelles (importing distributor, manufacturer's agent), Postfach 110, Duesseldorf-Reisholz. WTD 6/2/61.

295 Paving, Roofing Materials

Malaya

Asbestos cement roofing. Direct purchase, agency. General Sawmills (Malaya), Ltd., (sawmill, general trading company), 2 Jalan Kilang, Petaling Jaya, Kuala Lumpur. WTD 2/27/62.

299 Miscellaneous Products of Petroleum, Coal

Netherlands Antilles

Lubricating oil, "name" brand, preferably from Pennsylvania, in cans for retail sale. Direct purchase, agency on exclusive basis for Curacao only. Henri J. de Jongh (De Jongh's Sporthuis), 73/75 Breedestraat (O), Willemstad, Curacao. WTD 6/22/60.

302 Rubber Footwear

Germany

Rubber boots, rubber shoes. August Kraemer (importing distributor), Sophienblatt 47-51, Kiel. WTD 12/21/61.

Rubber boots, rubber shoes. Alfred Engelmann (importing distributor), Wennebostel/Hann., Post Bissendorf. WTD 12/21/61.

306 Fabricated Rubber Products

Germany

Braided rubber hoses for water, oil, gasoline, compressed air; braided spiral rubber hoses, rubber conveying belts; rubber transmission belts; surgical rubber goods like rubber gloves, rubber bed linen. August Kraemer (importing distributor), Sopheinblatt 47-51, Kiel. WTD 12/21/61.

Rubber, other adhesive material for the backs of woven labels which can be fixed to cloth by a hot iron. Carl Neiss (manufacturer), 36-52 Gruener Dyk, Krefeld. WTD 7/11/61.

307 Miscellaneous Plastic Products

Germany

Plastic wings for use in hydrofoil speed boats up to 1 ton. Direct purchase and agency. Peter Kuempel & Sohn (manufacturer), Lohman, Bez. Koeln. WTD 2/28/62.

Plastic water hoses, polyethylene tubes. August Kraemer (importing distributor), Sophienblatt 47-51, Kiel. WTD 12/21/61.

Rug, carpet protectors of transparent plastic material. E. Schmitz KG & Schoeller-Kunststoff-Zentrale GmbH (importing distributor), 118 Luxemburgerstr., Koeln-Suelz. WTD 1/9/62.

Philippines

Vinyl tile. Dale Trading, Inc. (trading company), 447 Epifanio de los Santos Avenue, Makati, Rizal, P. O. Box 32, Quezon City. WTD 2/27/62.

314 Footwear

Surinam

Women's flat, high heel shoes, children's shoes; inexpensive. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

315 Leather Gloves, Mittens

Germany

Men's, ladies' leather gloves. Direct purchase, agency. Kurt Kaufmann (manufacturer, importer, exporter), 5 Dieselstr., Sprendlingen/Hessen. WTD 2/14/62.

Nigeria Invites Bids for Substation Equipment

The Electricity Corp. of Nigeria invites tenders for the Kaduna-Zaria-Kano 132-kv. transmission and Kano 33-kv. reinforcement for substation plant, contract 1033/103.

Tenders include supply and erection of the substation plant to be installed at substations in the northern region of Nigeria. The contract comprises the following:

Outdoor 132-kv. and 33-kv. switchgear, substation equipment and modifications to existing substation equipment; indoor 11 kv. switchgear; battery and charging equipment; transformers (7.5 and 15 MVA units); shunt reactors (3 MVAR units); 400 v. power and multicore cables; earthing installations; and construction of associated civil works.

The corporation invites tenders from firms prepared to submit complete tenders, but the purchaser reserves the right to place separate contracts for parts of the work.

A short precis of the work, for which complete and comprehensive offers are invited, may be obtained from the Liaison Officer, the Electricity Corp. of Nigeria, Adelphi, John Adam St., London, WC. 2, or the Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, 13 Broad St., Private Mail Bag 2030, Lagos.

Completed bids should be submitted by 12 noon Apr. 18. Tender documents may be obtained from the Liaison Officer at the address in London for £12 ($33.60), not refundable. Check should be made payable to the Electricity Corp. of Nigeria.

317 Handbags, Other Personal Leather Goods

Germany

Ladies' leather handbags. Direct purchase, agency. Kurt Kaufmann (manufacturer, importer, exporter), 5 Dieselstr., Sprendlingen/Hessen. WTD 2/-14/62.

Surinam

Women's, children's bags. Direct purchase, agency. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

326 Pottery

West Cameroon

Low cost earthenware kitchen articles. Direct purchase, agency. J. R. A. and Co. (importer, exporter), P.O. Box 90, Kumba. WTD 2/28/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Insoluble sulphur for use in manufacturing rubber. Direct purchase, agency. Hanf & Nelles (importing distributor, manufacturer's agent), Postfach 110, Duesseldorf-Reisholz. WTD 6/2/61.

331 Steel Mill Products

Italy

Steel beams, bars, sections, tubes, plates, sheets. Siderurgica Romana, s.r.l. (importer, wholesaler), Via Tiburtina 453, Rome. WTD 12/21/61.

333 Primary Smelting, Refining of Nonferrous Metals

Germany

Aluminum. Wuppermetall GmbH (manufacturer), 99 Am Diek, Wuppertal-Barmen. WTD 6/8/61.

334 Secondary Smelting, Refining of Nonferrous Metals

Germany

Aluminum scrap. Wuppermetall GmbH (manufacturer), 99 Am Diek, Wuppertal-Barmen. WTD 6/8/61.

336 Nonferrous Foundries

West Cameroon

Low cost cast aluminum kitchen utensils. Direct purchase, agency. J. R. A. and Co. (importer, exporter), P.O. Box 90, Kumba. WTD 2/28/62.

342 Cutlery, Hand Tools, General Hardware

France

Small patented hand tools. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

Ireland

Carpenters' tools. Direct purchase, agency. T. & C. Martin, Ltd. (builders' supplier), D'Olier House, D'Olier St., Dublin. WTD October 1959.

Kuwait

Kitchen cutlery. Direct purchase, agency. Ra'ad Stores (agent, contractor, wholesaler, retailer), P.O. Box 386, Kuwait. WTD 3/5/62.

344 Fabricated Structural Metal Products

Italy

Steam marine boilers. Cantiere Navale Cassaro (ship builder, repairer), Via S. Raineri, Messina, Sicily. WTD 4/4/58.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Germany

Safety nuts, elastic washers for screw securing appliances. Norbert Buelte (manufacturer), 15 Carl-Still-Str., Rechlinghausen. WTD 7/12/61.

Sweden

Bolts, nuts, screws, rivets, washers, allied products. Simmonds Aerocessories AB (importing distributor, manufacturer's agent), Stamgatan 5, Alvsjo. WTD 4/6/59 on parent company, Simmonds Aerocessories Ltd., Treforest, Glamorgan, England.

346 Metal Stampings

West Cameroon

Low cost kitchen utensils of stamped metal. Direct purchase, agency. J. R. A. and Co. (importer, exporter), P.O. Box 90, Kumba. WTD 2/28/62.

349 Miscellaneous Fabricated Metal Products

Germany

Steel wings for use in hydrofoil speed boats up to 1 ton. Direct purchase and agency. Peter Kuempel & Sohn (manufacturer), Lohmar, Bez. Koeln. WTD 2/28/62.

351 Engines, Turbines

Germany

Engines for sport boats. Oskar Schmitz (importer, exporter, wholesaler), 5-7 Venloerstr., Koeln. WTD 7/3/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Italy

Road building, land reclamation equipment—bulldozers, rollers, road scarifiers, crushing, pulverizing machinery. Impresa Guiseppe Arena (builder, contractor), 108 Via Monserrato, Catania, Sicily. WTD 12/21/61.

Excavators, related equipment. Liborio Ferrara (builder, contractor), 2 Via A. Manzoni, Mussomeli (Caltanissetta), Sicily. WTD 12/21/61.

Sewer, trench digging excavators. Ing. Carlo Santagati (builder, contractor), 13 Via Androne, Catania, Sicily. WTD 12/21/61.

Syria Invites Turn-Key Offers for Hospital

Syria invites turn-key offers for design, plans and specifications, supply and installation of equipment, and the construction of a 200-bed army hospital to be erected in Homs, a city in western Syria.

Interested firms should submit a preliminary plan by May 30, and a formal bid based on the preliminary plan by June 30, to the Logistics and Supply Department, Contracts Section, Syrian Army Headquarters, Damascus. Payment will be in Syrian pounds upon completion of the work.

Terms and conditions of the contract may be obtained from the above authority for £100 (about $28) to the Central Bank in Damascus for acount of the Syrian Army Headquarters. The Logistics and Supply Department will also invite bids soon for a new 660-bed military hospital to be erected in Damascus.

354 Metalworking Machinery, Equipment

France

Machine tools with special features. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

Germany

Machine tools. Lewark & Voigt GmbH (importer, exporter, wholesaler), 72 Festerstr., Ratingen. WTD 7/13/61.

Norway

Pressure die casting machines. J. H. Bjorklund (importing distributor), 16 Stenersgaten, Oslo. WTD 2/21/62.

355 Special Industry Machinery

Guatemala

Machinery for cutting and crushing fruits; a single unit which will cut and crush, with accessories for collecting juices. Vinicola Centroamericana, Ltda.-Castillo, Lamport & Co., Ltda. (manufacturer), Aptdo. Postal No. 165, 13 Calle 5-25, Zona 1, Guatemala City. WTD 3/8/62.

Pakistan

Small lead covering press for application of lead sheath on branded hose, electric cables. Darson Rubber Works (manufacturer), G. T. Road, Wazirabad. WTD 2/26/62.

Philippines

Multiple band saw, planer, notching machinery, nailing machinery for manufacture of standard wooden soft drink cases (24 bottles). Santos Lumber Co., Inc. (manufacturer), 108 A. Borromeo St., P.O. Box 300, Cebu City. WTD 2/20/62.

Spain

Machinery for preparation of frozen foods, juices. Cadisa (manufacturer), Veracruz 4, Jerez de la Frontera (Cadiz). WTD 3/8/62.

356 General Industrial Machinery, Equipment

Egypt

Electrical smelting or oil fired rotary furnace for smelting Ilmenite into pig iron. Managing Director, Egyptian Black Sands Co. S.A.E. (manufacturer), 2 Ave. El Horreya, Alexandria. WTD 12/12/61.

Italy

Electric pumps. Ing. Carlo Santagati (builder, contractor), 13 Via Androne, Catania, Sicily. WTD 12/21/61.

Hydraulic motors (fluid drive) from 2 to 20 hp., preferably with pistons, but not excluding those with gears. S.I.L.M.S. (Societa Italiana Lavorazioni Metallurgiche Speciali), (manufacturer), Via Berruti 20, Turin. WTD 3/6/62.

361 Electric Transmission, Distribution Equipment

Germany

Electronic, hydraulic appliances—measuring, testing equipment, electrical novelties. Direct purchase, agency. EAG Electronic-Hydraulik Apparate GmbH (importer, wholesaler, agent), 75 Schildergasse, Koeln. WTD 1/9/61.

363 Household Appliances

Ceylon

Portable baking ovens used with kerosene stoves; single burner size about 13" x 12" x 11"; double burner over size about 16" x 20" x 12". Titus Stores (importer, wholesaler, retailer), 98 Main St., Colombo 11. WTD 2/24/53.

Germany

Electric household appliances. Direct purchase, agency. Witte & Sutor GmbH (manufacturer, importer, exporter), 2 Steinbergstr., Murrhardt/Wuerttemberg. WTD 3/6/62.

Electric dishwashers; electric household appliances, such as coffee grinders, juice extractors; hand operated mixers. Hansa-Kontor Aussenhandels GmbH (importing distributor), 16 Friesenplatz, Koeln. WTD 7/13/61.

Kuwait

Household appliances. Direct purchase, agency. Ra'ad Stores (agent, contractor, wholesaler, retailer), P.O. Box 386, Kuwait. WTD 3/5/62.

366 Communication Equipment

Germany

Staff location systems. Direct purchase, agency. EAG-Electronic-Hydraulik Apparate GmbH (importer, wholesaler, agent), 75 Schildergasse, Koeln. WTD 1/9/61.

367 Electronic Components, Accessories

Sweden

Electronic micro components. Forslid & Co. AB (manufacturer's agent), Radmansgatan 56, Stockholm Va, Stockholm. WTD 2/9/59.

371 Motor Vehicles, Equipment

France

Spare parts, accessories for trucks—carburetors, spark plugs, filters, ignition elements. Direct purchase, agency. Societe Francaise et Americaine d'Automobiles, S.A.R.L. (distributor, importer), 15 & 17 rue de Dantzig, Paris 15. WTD 12/21/61.

Peru

Mobile X-ray vans. Direct purchase, agency. Walter Helberg, Managing Director, Helberg & Cia. S.A. (importer), 592 Avda. Tacna, Lima. WTD 2/19/62.

373 Ship, Boatbuilding, Repairing

Germany

Sport boats, accessories of all kinds. Oskar Schmitz (importer, exporter, wholesaler), 5-7 Venloerstr., Koeln. WTD 7/3/61.

379 Miscellaneous Transportation Equipment

Germany

Caravans, trailers, mobile homes; noncollapsible, non-dismantleable. Mobilhaus G. Fetten GmbH (importing distributor), 31 Lindenallee, Duelken/Rhld. WTD 7/11/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

For household dishwashers: automatic devices operated by timer to introduce softening agents; devices for the introduction, withdrawal of water. Hansa-Kontor Aussenhandels GmbH (importing distributor), 16 Friesenplatz, Koeln. WTD 7/13/61.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

All kinds of articles for use in hospitals—sterilizers, nipple cleaners, milk bottle testing equipment, etc. Caspar & Co. (importing distributor, wholesaler), 10-18 Frankenstr., Aachen. WTD 12/13/61.

Peru

Medical instruments, apparatus. Direct purchase, agency. Walter Helberg, Managing Director, Helberg y Cia. S.A. (importer), 592 Avda. Tacna, Lima. WTD 2/19/62.

386 Photographic Equipment, Supplies

Madagascar

Cameras, projectors, related items. Direct purchase, agency. Andre Albany (photographer, importer, retailer), 26 Rue de la Compagnie, Saint Denis, Reunion. WTD 2/28/62.

394 Toys, Amusements, Athletic Goods

Germany

Sports articles except baseball, cricket, fishing accessories. Oskar Schmitz (importer, exporter, wholesaler), 5-7 Venloerstr., Koeln. WTD 7/3/61.

Camping, bathing articles, tents, air mattresses. August Kraemer (importing distributor), Sophienblatt 47-51, Kiel. WTD 12/21/61.

Netherlands Antilles

Toys for babies, infants. Bambi-N. Causanchi (importer, wholesaler, retailer), 2 Bakkerstraat, Willemstad, Curacao. WTD 11/10/60.

399 Miscellaneous Manufacturing Industries

Germany

Ladies', men's umbrellas. Direct purchase, agency. Kurt Kaufmann (manufacturer, importer, exporter), 5 Dieselstr., Sprendlingen/Hessen. WTD 2/14/62.

Netherlands Antilles

Imprinted book matches for advertising campaign of local products. Leopoldo Gravenhorst (importer, retailer), 157 Breedestraat (O), Willemstad, Curacao. WTD 1/15/62.

Surinam

Inexpensive gift articles, novelties, souvenir merchandise suitable for special occasion events. F. L. Chin Ten Fung (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 under name of Chin Ten Fung Brothers.

509 Miscellaneous Wholesalers

Germany

Animal hair: cattle, goat, calf, winter hog hair, cashmere waste. Jahn & Co. (importer, wholesaler, exporter), 20 Bismarckstr., Karlsruhe/Baden. WTD 3/8/62.

West Cameroon

Baled, fumigated used clothing suitable for further wear. Direct purchase and agency. J. R. A. and Co. (importer, exporter), P. O. Box 90, Kumba. WTD 2/28/62.

U.S. exports of cigarettes rose to 22,337 million pieces in 1961—10.5% above the level of 1960, the Foreign Agricultural Service has reported.

The 1961 exports were the largest for any calendar year since 1948, and the value set a record—$97.3 million.

Finland's 1961 butter exports dropped 32% from the record level of 57 million pounds shipped in 1960, the Foreign Agricultural Service reports.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

012 Fruit, Tree Nut, and Vegetable Farms

Barbados

Fresh vegetables and fruits. J. A. Marson & Son, Ltd. (commission agent), P.O. Box 82, Bridgetown. WTD 1/31/62.

201 Meat Products

Germany

Quick frozen turkeys, turkey legs, backs, necks, fowls, fryers, turkey livers. Boehm & Schulz (manufacturer's agent), Brandstwiete 2-4, Hamburg 11. WTD 12/21/61.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

Germany

Dried apples, pears, apricots, prunes, peaches. Paul Manthey (manufacturer's agent), Papenhuderstr. 39, Hamburg 22. WTD 12/21/61.

Canned peaches, apricots, asparagus, beans, tomato juice, ketchup. Boehm & Schulz (manufacturer's agent), Brandstwiete 2-4, Hamburg 11. WTD 12/21/61.

208 Beverage Industries

Norway

Dehydrated citrus juices for manufacture of bottled soft drinks. A/S Taraldsen & Pay Ltd. (manufacturer's agent), Prinsensgate, Oslo. WTD 5/9/61.

209 Miscellaneous Foods

Italy

Seed, peanut oils. Antonino Sarullo (importer, exporter, producer), 65 Corso Margherita, Ribera (Agrigento), Sicily. WTD 3/6/62.

220 Textile Mill Products

Australia

Cottons, brocades, lames for women's wear; woolens, suitings. V. G. Bourne & Co. (manufacturer's agent), 151 Elizabeth St., Sydney. WTD 9/12/59.

Germany

Solid color, printed fabrics for ladies' dresses, blouses. Otto E. Schwabe (manufacturer's agent), 122 Grenzstr., Krefeld. WTD 1/6/61.

Honduras

Textiles of all types. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa, D. C. WTD 3/6/62.

222 Broad Woven Fabric Mills, Man-made Fibers, Silk

France

Synthetic textile materials for men's suits, rainwear. Agency on commission basis. Jean Crespin (sales agent), 5 rue Seveste, Paris 18. WTD 11/5/59.

223 Broad Woven Fabric Mills, Wool

Germany

Woolen blankets. Requests responses in German only. Erwin Schaffland (manufacturer's agent), 39 Klusestr., Priorei/Westphalia. WTD 2/20/62.

225 Knitwear

Germany

Bathing suits for teenagers. Ludwig Stoll (manufacturer's agent), 43 Graf-Adolf-Str., Duesseldorf. WTD 7/10/61.

Germany

Knitted outerwear for ladies and children. Hans Griesmann (manufacturer's agent), 53 Sachsenring, Koeln. WTD 7/12/61.

Germany

Ladies' knitted outerwear. Albert Taenzer (manufacturer's agent), 8 Friedrichstr., Buende/W. WTD 7/11/61.

227 Floor Covering Mills

Germany

Carpets and rugs other than Axminster, wall-to-wall carpetings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 2/21/62.

228 Yarn, Thread Mills

Germany

Yarns of synthetic fibers mixed with cotton or wool and/or staple. Alfred Ercklentz (manufacturer's agent), 201 Brucknerallee, Rheydt. WTD 7/13/61.

229 Miscellaneous Textile Goods

Australia

Dress laces. V. G. Bourne & Co. (manufacturer's agent), 151 Elizabeth St., Sydney. WTD 9/12/59.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

England

Men's lightweight suits, topcoats, evening wear, tropical suits, worsted suits; medium-better quality. Cyril Terry (London), Ltd. (manufacturer's agent), 23 Gt. Pulteney St., London, W.1. WTD 12/21/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

England

Men's sport jackets, casual wear, slacks. Medium-better quality. Cyril Terry (London), Ltd. (manufacturer's agent), 23 Gt. Pulteney St., London, W.1. WTD 12/21/61.

233 Women's, Misses', Juniors' Outerwear

Germany

Clothing for teenagers: coats, dresses, bathing suits. Ludwig Stoll (manufacturer's agent), 43 Graf-Adolf-Str., Duesseldorf. WTD 7/10/61.

Germany

Ladies' blouses, skirts, slacks. Albert Taenzer (manufacturer's agent), 8 Friedrichstr., Buende/W. WTD 7/11/61.

239 Miscellaneous Fabricated Textile Products

Australia

Dress edgings, guipures, netting, embroidery. V. G. Bourne & Co. (manufacturer's agent), 151 Elizabeth St., Sydney. WTD 9/12/59.

251 Household Furniture

Germany

Upholstered furniture, mattresses. Requests responses in German only. Erwin Schaffland (manufacturer's agent), 39 Klusestr., Priorei/Westphalia. WTD 2/20/62.

251 Household Appliances

Germany

Sectional kitchen cabinets, bedroom chests, single cabinets, beds, small pieces of furniture. Requests responses in German only. Erwin Schaffland (manufacturer's agent), 39 Klusestr., Priorei/Westphalia. WTD 2/20/62.

Tunisia Wants Asbestos Cement Plant

Tunisia is inviting turn-key offers for the design, plans and specifications, construction, supply and installation of equipment, and putting into operation of a complete asbestos-cement plant.

The proposed plant is to have a daily capacity to produce approximately 80 metric tons of pressure pipe (diameters ranging from 60 to 300 millimeters) and sewer pipe (diameters ranging from 50 to 400 millimeters); 35 metric tons of sheet, plain or corrugated; and 1 metric ton of miscellaneous molded products, including couplings and fittings for pipe. Local portland cement and imported asbestos fibers will be used.

Offers should be submitted as soon as possible (closing date not indicated) to Abderrazak Mecheri, President, Société Industrielle et Commerciale d'Ouvrages en Amiante Ciment, 68 avenue Habib Bourguiba, Tunis.

A copy of the detailed invitation to bid and a technical and financial report on establishment of an asbestos-cement plant in Tunisia are available on loan to prospective bidders from Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

252 Office Furniture

England

Drawing office equipment, supplies. Severn Lighting Ltd. (exporter, importer, wholesaler, sales agent), 51 Crawford St., London, W.1. WTD 12/21/61.

259 Miscellaneous Furniture, Fixtures

Honduras

Hospital beds, furnishings. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa. WTD 3/6/62.

262 Paper Mills

Turkey

Kraft paper for cement bags. Constantin Th. Theodoropoulos (commission agent), P.O. Box 170, Galata, Istanbul. WTD 2/6/57.

281 Industrial Chemicals

France

All types of special chemicals for use in industry, construction. Exclusive agency. Compagnie Adriss, S.A.R.L. (trader, importer, sales agent), 5 rue de la Parfumerie, Asnieres (Seine). WTD 12/21/61.

282 Plastic, Synthetic Materials

Germany

Semi-finished or finished plastics for injection and blowing processes. Guenther Mittag (wholesaler, manufacturer's agent), 24 Robert-Koch-Str., Muelheim/Ruhr. WTD 7/17/61.

Germany

Synthetic rubber, synthetic resins. Paul Manthey (manufacturer's agent), Papenhuderstr. 39, Hamburg 22. WTD 12/21/61.

Germany

Vegetable, synthetic fibers. Paul Manthey (manufacturer's agent), Papenhuderstr. 39, Hamburg 22. WTD 12/21/61.

Germany

Plastics such as adhesive resins on phenol, urea, melamine bases, cresols, epoxy resins, butadiene, polyvinyl chloride, polyvinyl acetate, polyethylene, polystyrene. Erich Hausdorf (sales agent), Postfach 100, Halle in Westfalen. WTD 3/2/62.

283 Drugs

Honduras

Antibiotics, sulphas, penicillins in all forms ready for immediate use. Agencia Jose Angel Carrasco (commission agent), P. O. Box 118, Tegucigalpa, D. C. WTD 3/6/62.

Spain

Base chemicals for use in manufacture of drugs. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

284 Soap, Detergents, Cosmetics

France

Automobile polishes, waxes. Requests responses in French only. Henry Sonnenberg (sales agent), 24 rue de la Haute-Charme, Troyes (Aube). WTD 1/3/62.

285 Paints, Varnishes, Lacquers, Enamels

Italy

Bottom paints for wooden boats. Agency for all of Sicily. Vito Asaro & Bartolomeo Tumbiolo (retailer), 14 Via Lungo Mazaro, Mazara del Vallo (Trapani). WTD 12/21/61.

287 Agricultural Chemicals

France

Fertilizers, all types of chemical products for agricultural use. Agency on commission basis. Ets. Quoidbach & Cie, S.A. (manufacturer, commission agent), 166 rue Lafayette, Paris 10. WTD 1/30/62.

289 Miscellaneous Chemical Products

Italy

Fatty acids. Antonino Sarullo (importer, exporter, producer), 65 Corso Margherita, Ribera (Agrigento), Sicily. WTD 3/6/62.

307 Miscellaneous Plastic Products

Australia

Plastic kitchen, household utensils, novelties. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/18/62.

Germany

Plastic floor coverings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 2/21/62.

Indian Firm Asks Forestry Ropeway, Logging Winches

The Hindustan Forest Co., College Rd., Pathankot, India, has been granted an import license for a forestry ropeway and log winching equipment.

The firm wants a cable crane ropeway with either diesel or gasoline power capable of individual loads of 2 tons. It should have an hourly capacity of 6 tons, and a range of 1,600 meters which can be extended to 2,200 meters.

The ropeway is to be operated on a 15-degree slope. This equipment is to be purchased complete with all necessary parts and tools with which to erect it.

In addition, the firm plans to purchase a gravity conveyor system with an initial length of 2,400 meters, with possible extension to 4,800 meters. This conveyor must handle 2-ton loads with a capacity of 8 tons an hour. Interested firms may contact Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. for further details.

311 Leather Tanning, Finishing

Honduras

Leathers for cobblers. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa, D. C. WTD 3/6/62.

329 Miscellaneous Nonmetallic Mineral Products

Germany

Mica, quartz, other mineral raw products for industrial use. Paul Manthey (manufacturer's agent), Papenhuderstr. 39, Hamburg 22. WTD 12/21/61.

331 Steel Mill Products

Denmark

Pig iron, Mn contents 3-4%; preferably from West Coast. Lineta (importer, exporter, wholesaler, commission, sales agent), 32 Bredgade, Copenhagen K. WTD 6/24/58.

335 Tooling, Drawing, Extruding of Nonferrous Metals

Honduras

Aluminum in all shapes, forms for manufacture of doors, windows, jalousies. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa, D. C. WTD 3/6/62.

336 Nonferrous Foundries

Australia

Cast aluminum kitchen, household wares. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Road, Rose Bay, Sydney. WTD 1/18/62.

342 Cutlery, Hand Tools, General Hardware

Australia

Non-electric can openers, cutlery items, kitchen-household utensils, gadgets. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Road, Rose Bay, Sydney. WTD 1/18/62.

Honduras

Cobblers' tools, equipment. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa, D.C. WTD 3/6/62.

343 Heating Apparatus, Plumbing Fixtures

Italy

Heaters for buses, trains, ships. Exclusive sales agency. Oscar Malvisi (sales agent), via 1. Ghiberti 18, Milan. WTD 12/12/61.

344 Fabricated Structural Metal Products

Italy

Water cooling towers, related equipment, medium-large capacities. A.S.T.-R.E.L. di Dr. Mario Sciuto (importer,

agent, assembler), 23/b-25 Via Mogadiscio, Catania, Sicily. WTD 9/13/60.

346 Metal Stampings

Australia

Kitchen, household utensils of stamped, spun aluminum, stainless steel, other metals. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Road, Rose, Bay, Sydney. WTD 1/18/62.

349 Miscellaneous Fabricated Metal Products

Taiwan

Blind valves. Elephant Trading Co., Ltd. (importer), 1756 Chung Cheng Road, Taipei. WTD 11/26/57.

351 Engines and Turbines

Finland

Outboard motors. S. G. Nieminen Oy (manufacturer's agent), Kansakoulukuja 3, Helsinki. WTD 6/14/61.

Spain

Marine engines. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

353 Construction, Mining, Materials Handling Machinery

Germany

Special machines for subsurface mining. Guenther Mittag (wholesaler, manufacturer's agent), 24 Robert-Koch-Str., Muelheim/Ruhr. WTD 7/17/61.

Iran

Petroleum industry equipment. N. Zand Shirazi & Partners (importing distributor), 69 Avenue Ferdowsi, Tehran. WTD 2/28/62.

Philippines Invites Tenders For Generating Equipment

Bids are invited by the Republic of the Philippines for furnishing and delivering generating equipment and accessories.

The equipment, wanted for the Angat River Hydroelectric Project in Bulacan Province, includes four turbines (70,000 metric hp.) and governors for the main plant; one turbine (8,500 metric hp.) and governor for an auxiliary plant; turbine and inlet guard valves for the main and auxiliary plants; four generators (55,555 kv.-a.) for the main power stations; and one generator (6,667 kv.-a.) for the auxiliary power station.

Bids will be received at the Office of the National Power Corp., 161 Bonifacio Dr., Port Area, Manila until 10 a.m., Apr. 11, and then publicly opened.

A copy of the specifications is available on loan from Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

354 Metalworking Machinery, Equipment

Belgium

Small tools of special high resistance steel, dies for machine tools. Jean Bourguignon (agent), 26 rue de l'Etat-Tiers, Liege. WTD 2/26/62.

Germany

Tools, twist drills, thread-cutting tools, cutting or turning tools. Josef Stefan Schmitz (wholesaler, importing distributor), 76-78 Mauritiuswall, Koeln. WTD 3/2/61.

355 Special Industry Machinery

Germany

Textile machinery of all kinds. Oscar Koelges Nachfolger (wholesaler), Aachen-Laurensberg. WTD 7/11/61.

Germany

Modern machinery for glueing and pressing: plastics processing, paper processing, woodworking. Erich Hausdorf (sales agent), Postfach 100, Halle/Westfalen. WTD 3/2/62.

Iran

Machinery for the following plants: flat glass factory to produce window glass in white and color sheets, 2, 3, 5, 6 mm., capacity of 500,000 meters annually; sugar factory to produce sugar, loaf sugar, lump sugar, 1,000 to 1.500 tons daily; sulphur black factory, 2 tons daily; kraft, writing paper factory to produce these papers from rice, straw, wood pulp, 50 tons daily. Iran-Pazargad Co., Ltd. (manufacturer's agent, commission merchant), 8-9 Serai Omid. Tehran. WTD 1/18/62.

Spain

Woodworking machinery, equipment for shipbuilding industry. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

Uruguay

Equipment to classify, wash citrus fruit. Fritz Schwed, Representaciones (manufacturer's agent), Casilla de Correo 504, Montevideo. WTD 1/11/62.

356 General Industrial Machinery

Belgium

Filtering equipment used in metalworking plants, chemical, paint manufacturing. Jean Bourguignon, 26 rue de L'etat-Tiers, Liege. WTD 2/26/62.

Germany

Roller bearings. Ernst Johann Birgden (sales agent), 16 Hermann Loensstr., Remscheid. WTD 7/12/61.

Italy

Articles for industrial transmission, oleodynamic, pneumatic control devices, lifting, transportation articles, electromagnetic, pneumatic clutches. Franco Rizzi (commission merchant), Via Giolitti 55/A, Turin. WTD 3/7/62.

Austria Seeks Machines To Process Food

Austria is on the verge of converting to the supermarket system of retailing food products.

At present only 1,400 out of 28,000 food retail stores are operated as self-service units; however, with increasing labor costs and the shorter work week, the rate of coversion is expected to be accelerated.

The first of several supermarkets are scheduled to be opened this year; this is expected to open a vast new market for food processing machines. Exporters interested in the names of principal Austrian food chains and dealers in food processing machinery should write to Business Services Division, BIBO.

358 Service Industry Machines

Spain

Airconditioning, ventilating equipment for use on board vessels. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

364 Electric Lighting, Wiring Equipment

England

Commercial, industrial electric lighting equipment. Severn Lighting Ltd. (exporter, importer, wholesaler, sales agent), 51 Crawford St., London, W.1. WTD 12/21/61.

France

Headlights, tail lights for motorcycles, motorbikes, bicycles. Traizet & Cie., S.A.R.L. (manufacturer, sales agent), 16 rue de la Pierre-Levee, Paris 11. WTD 12/21/61.

365 Radio, Television Receiving Sets

Belgium

Radio sets. Trade & Technique Corporation, s.a. (importing distributor, wholesaler), 108 Plantijn en Moretuslei, Antwerp. WTD 2/26/62.

367 Electronic Components, Accessories

Belgium

Electronic goods. Trade & Technique Corporation, s.a. (importing distributor, wholesaler), 108 Plantijn en Moretuslei, Antwerp. WTD 2/26/62.

371 Motor Vehicles, Equipment

France

Automobile accessories. Requests responses in French only. Henry Sonnen-

berg (sales agent), 24 rue de la Haute-Charme, Troyes (Aube). WTD 1/3/62.

Germany

Heavy axles for trucks (boogies), heavy diesel engines, complete chassis for heavy trucks, ball bearings, related equipment, especially for truck cranes. Paul F. W. Lembke (manufacturer's agent), Spaldingstr., 93-97, Hamburg 1. WTD 12/21/61.

Hong Kong

Passenger, sport cars. Sincere Motors Ltd. (importing distributor, manufacturer's agent), 5 Lau Sin St., ground floor. WTD 3/2/62.

381 Laboratory, Research Instruments

England

Drafting equipment, supplies. Severn Lighting Ltd. (exporter, importer, wholesaler, sales agent), 51 Crawford St., London, W.1. WTD 12/21/61.

France

Electronic, electro-mechanical instruments, such as dashboard, control instruments for civil, military aviation, missiles. Pierre Ratelet, Engineer-Representation Materiel Industriel (importer, sales agent, commission agent), 1 rue Felix-Faure, Enghien (Seine-et-Oise). WTD 6/20/61.

Spain

Instruments for navigation, locating fish at sea, such as sounding gear, radar, sonar. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

384 Surgical, Medical, Dental Instruments

Honduras

Operating, dental instruments, accessories. Agencia Jose Angel Carrasco (commission agent), P.O. Box 118, Tegucigalpa, D. C. WTD 3/6/62.

386 Photographic Equipment, Supplies

Spain

Carbon rods for film projectors. Luis Botas B. (importing distributor, airline representative), Arzobispo Lago 4, La Coruna. WTD 3/6/62.

394 Toys, Amusements, Sporting Goods

England

Lacrosse, archery, golf, underwater swimming-fishing equipment, boxing gloves, golf shoes; medium-better quality. Cyril Terry (London) Ltd. (manufacturer's agent), 23 Gt. Pulteney St., London, W.1. WTD 12/21/61.

France

Scientific, newly developed toys. Agency on commission basis. Verpiot & Mameaux (manufacturer's agent, commission agent), 33 rue Felicien-David, Paris 16. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

England

Lampshades, fittings. Brita Lampshade Co., Ltd. (manufacturer, wire works), The Factory, Ashford Court, Ashford Road, Cricklewood, London, N.W. 2. WTD 12/21/61.

Germany

Linoleum floor coverings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 2/21/62.

509 Miscellaneous Wholesalers

Germany

Animal hair, bristles of all kinds, waste. Paul Manthey (manufacturer's agent), Papenhuderstr. 39, Hamburg 22. WTD 12/21/61.

Malaya

Old newspapers, 200-400 tons monthly; overissued newspapers, 100-200 tons monthly. Ooi Bros. (manufacturer's agent, commission-indent agent), 152 Victoria St., P.O. Box 643, Penang. WTD 2/27/62.

731 Advertising

Germany

German advertising sales for U.S. technical magazines. Erich Poser (advertising agent), 19 Heesenstr., Duesseldorf-Heerdt. WTD 11/15/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

109 Metallic Mineral (Ores)

Egypt

Monazite sands, 500 tons, not less than 90% puritive (mineralogical count); analyses not less than 60% total rare earth oxides. Firm states it has permission of the Egyptian Atomic Energy Commission to export same. Write to Dr. A. G. Naguib, Managing Director, Egyptian Black Sands Company, S.A.E., 2, Avenue El Horreya, Alexandria, U.A.R. WTD 12/12/61.

201 Meat Products

New Zealand

Boneless bull, cow beef. Highest quality. 15-25 ton lots. A. J. S. Brown Limited (manufacturer, importer, wholesaler, exporter, commission merchant), 14 O'Connell St., P.O. Box 463, Auckland. WTD 3/6/62.

203 Canned Seafoods

Spain

Canned fish, anchovies in olive oil, salt. 1,000 cases of each. Direct or through agents. Sucesor de Blas Guenga (producer and exporter), Primo de Rivera 13, Ondarroa, Vizcaya. WTD 12/21/61.

204 Grain Mill Products

Thailand

Tapioca flour. A & B grades. Approximately 1,000 tons per month. Peter Cremer (export or commission merchant), 63 Nakorn Sawan Road, Bangkok. WTD 2/27/62.

208 Brandy, Wine and Spirits

France

Bordeaux classified wines, red and white, in 75 centiliter glass bottles, including St. Emilion, Pomerol qualities; also classified wines in wooden casks, 225 liters each. Good to best qualities. Direct or through agents. B. D'Arfeuille (wine grower, wholesaler, exporter), 15 Quai du Priourat, Libourne, Gironde. WTD 2/21/62.

"Muscadet" wine (dry white), "Appellation Controlee," in bottles of 75 centiliters. Direct or through agents. A. Gautier & Halbert (producer, exporter), Haute-Goulaine (Loire Atlantique). WTD 12/5/61.

228 Cotton Thread Mills

Brazil

Fine threads, numbers 40/1, 40/2, 80/1, 80/2, carded and colored, made of mercerized cotton. Firm has established a modern plant for manufacturing these threads. Abilio Dantas Comercio e Industria S/A, Praca Antenor Navarro, 53, Joao Pessoa, Paraiba. WTD 5/10/55.

232 Men's Underwear

Egypt

Men's cotton underwear. Direct or through agents. Mohamed Labib Arnaout (export merchant), 3 Abdel Azm St., Zamalek, Cairo. WTD 3/3/62.

242 Sawmill, Planing Mills

Thailand

Thai teak wood (planks, scantling, squares, decking, other types of conversions). 1st class European quality. Direct or through agents. The East Commercial Union (Thailand) Co., Ltd. (export merchant), 457 Mahachai Road, Samranrat, Bangkok. WTD 2/27/62.

249 Miscellaneous Wood Products

Canada

Melmanised bamboo trays, new line, attractively designed, serviceable, individually gift packed, strong, maintain high polish, in beautiful colors. Direct or through agents. Confederation Mercantile Co., Ltd. (importer, exporter and manufacturers' representative), P.O. Box No. 555, Vancouver 2, B. C. Leaflet.★

283 Medicinal Chemicals, Botanical Products

Germany

Fruit, vegetable, medicinal herb juices;

medicinal herbs in all forms for consumption (teas, powder, capsules, tablets, pills, juices, essences, etc.; health foods, supplementary foods, bath herbs, skin oils, processing of drugs. Patented trade-mark. Herbaria-Kraeuterparadies Philippsburg, Baden, West Germany (manufacturer). General Agency for North America, Mrs. Johanna Heilmann, Box 143, Fort James, B.C. WTD 3/21/58. Pamphlets.★

284 Toilet Preparations

France

Cologne toilet water (from 50° to 90° C.), "Aubert," available in lavender, rose, lilac, violet, etc. In classic, fancy bottles of 1/16 to 1 liter each; also various types lotions and other toilet preparations. Very good quality. Direct or through agents. Aubert, Parfumeur (manufacturer, wholesaler and exporter), 23 Rue Neuve, Bordeaux, Gironde. WTD 3/6/62. Booklets.★

314 Footwear

Italy

Men's, women's and children's shoes—moccasins, sandals, casuals, rubber or plastic. Low, medium, high quality, sewn, glued, in all materials. Exclusive rights of sale of footwear manufactured by several Italian factories. Direct or through agents. Compar (Exporter), Via Vicenza 47, Padova. WTD 2/26/62.

327 Pottery, Related Products

Egypt

Porcelain figurines depicting Egyptian folklore themes. First quality. 1,000 pieces per month. 3" to 8" high. Outright sales to large department stores; U.S. selling agent, second choice. El Nasr Company for Exports, Imports and Enterprises (importer, exporter), 34 Adly Pasha Street, Cairo, U.A.R. WTD 11/28/61.

Egyptian antiquities, including statues, stones, sarcophagus. Heliopolis Co. for Commerce and Industry (export merchant), 137 Immobilia Bldg., Cairo, U.A.R. WTD 4/2/60.

France

Deluxe china ware—dinner sets, tea, coffee sets, etc.; vases, ash trays, miniatures for gifts, souvenirs. Very good quality. Small orders may be sent by parcel post, minimum weight 20 kilograms (44 lb.) per package. Porcelaines J. Lavit (manufacturer, wholesaler, retailer and exporter), 22 Avenue la Liberation, Limoges, Haute-Vienne. WTD 3/2/62.

336 Non-Ferrous Castings

Spain

Hollow, solid rods, bushings, phosphorous bronze. Direct or through agents. Bronces y Aceros "Fenix"—Sucesor de Francisco Raurell Mirabent (manufacturer, exporter), Calle Juan Maragall 29, Cornella de Llobregat, Barcelona Province. WTD 2/26/62. Catalogs in Spanish with English translations.★

342 Hand Tools

Spain

Hand tools, hardware, such as wrenches, cutting tools, etc. 2,000 units a day available. Direct or through agents. Manufacturas Ormazabal (manufacturer, exporter), Apartado 20, Zumarraga, Guipuzcoa. WTD 12/21/61.

354 Metal Working Machinery

Germany

All purpose welding machines, equipment; plastic extruding equipment, machinery. Direct or through agents. Witte & Sutor GmbH (manufacturer, exporter, importer), Murrhardt / Wuerttemberg. WTD 3/6/62.

355 Special Industry Machinery

Germany

Roco copying surface milling machines for woodworking. Manufactured by Messrs. Ing. Hering KG. Maschinenbau, Bieren. Johannes Schuback & Sohne (sole distributor), P.O. Box 1423, Monkedamm 5, Hamburg 11. Leaflets, with translation.★ WTD 2/12/62.

Electrical equipment and appliances—condensers (electrolyte); electroplating rectifiers. Direct or through agents. Witte & Sutor GmbH (manufacturer, exporter, importer), Murrhardt / Wuerttemberg. WTD 3/6/62.

357 Office, Computing, Accounting Machines

Canada

Complete line of reconditioned, rebuilt manual, electric typewriters, adding machines in all popular models, low prices. Crown Equipment Co., Ltd. (exporter), 1011 Bleury St., Montreal 1, Quebec.

361 Measuring Instruments

Spain

Measuring devices—micrometers, hand gages, etc. 2,000 units a day available. Direct or through agents. Manufacturas Ormazabal (manufacturer, exporter), Apartado 20, Zumarraga, Guipuzcoa. WTD 12/21/61.

363 Electrical Appliances

Germany

Chargeable flashlights, shavers. Direct or through agents. Witte & Sutor GmbH (manufacturer, exporter, importer), Murrhardt/Wuerttemberg. WTD 3/6/62. Leaflet.★

371 Automobile Accessories

France

Security belts for automobiles. Direct or through agents. Societe Industrielle & Commerciale R. Marechal (S.I.C.M.A.), (manufacturer), Head Office: Route de Vouillon, Issoudun (Indre); Administrative Office: 7 Avenue Bugeaud, Paris 16a. WTD 12/21/61.

394 Dolls, Accessories

Germany

Doll's clothing. Richard Spatz (manufacturer, importer, exporter), P.O.B. 305, Esslingen/Neckar. WTD 1/23/62.

396 Handicraft Novelties

Egypt

Native handicraft items—copperware, brassware, mother-of-pearl work, etc. Heliopolis Co. for Commerce & Industry (export merchant), 137 Immobilia Bldg., Cairo, U.A.R. WTD 4/2/60.

Native handicraft items, such as copperware, brassware, leather goods, camel saddles, mother-of-pearl work. Quantity to be arranged by correspondence. Direct or through agents. Mohamed Labib Arnaout (export merchant), 3 Abdel Azm St., Zamalek, Cairo, U.A.R. WTD 3/3/62.

505 Farm Products, Raw Materials

Germany

Animal hair, all kinds, pullers' wool. Direct or through agents. Jahn & Co. (importer, wholesaler, exporter), 20 Bismarckstrasse, Karlsruhe/Baden. WTD 3/8/62.

Rubber, Plastic Extrusion Machinery Asked in Greece

Stylianou-Halkias Co., "Allysida Rubber Industry," a Thessaloniki rubber footwear manufacturing firm, is seeking offers from U.S. manufacturers of machinery in the following categories:

Basic machine components and accessories for extruding plastic pipe up to 4 in. in diameter, chiefly for irrigation uses; machinery and accessories for making plastic bags up to 50 lb. capacity, including extruder, blower, and labeling equipment; rubber extrusion machinery able to produce strips up to recap tire thread size.

The Greek firm is interested in equipment economical to operate and in relatively small quantities since the firm manufactures only for the Greek market.

Interested U.S. machinery manufacturers should write directly to Stylianos Deligaris, Stylianou-Halkias Co., "Allysida Rubber Industry," 31 Aristotelous St., Thessaloniki.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Efraim O. Schmied, representing Guia Práctica del Exportador e Importador, Lavalle 1125 Buenos Aires, an Argentine firm engaged in trade promotional activities, will be traveling throughout the

United States with a group of 80 businessmen interested in discussions with chambers of commerce, business, and trade organizations.

The group plans to arrive Apr. 8, remaining until June 2. Itinerary: New Orleans, Apr. 9-12; Phoenix, Apr. 13; Los Angeles, Apr. 19-22; San Francisco, Apr. 25-27; Seattle, Apr. 28-May 2; Chicago, May 3-5; Detroit, May 6-8; Buffalo, May 9-10; New York, May 16-20; Philadelphia, May 21; Washington, D.C., May 22-24; Richmond, May 25; Jacksonville, May 26-27; Miami, May 29-June 1. Correspondence may be addressed to the group c/o U.S. Department of Commerce Field Offices in cities on itinerary.

Adolfo Saul, representing Plástica Argentina I.C.A.P., S.R.L., Coronel Diaz 1731, Buenos Aires, interested in extrusion, blowing and vacuum forming machinery; processing of plastic cloth and articles. Also seeks technical information on above. Mar. 25 via New York for 3 weeks; c/o Hotel Commodore, 42d St., New York, N.Y. Itinerary: New York and Miami.

Gregorio Kohan, representing Gregorio Kohan Comercial y Financiera, Mendoza No. 375, San Miguel de Tucumán, interested in import and/or agency of sugar cane harvesting machinery and others; also technical information on above. Latter part of March for 3 weeks; c/o U.S. Department of Commerce Field Office in New Orleans, La. Itinerary: New Orleans, and other cities where interest is shown.

Belgium

Frans Michielsen, representing Cafes Miko, s.p.r.l., 179 steenweg op Mol, Turnnout, interested in sales promotion methods in food lines; exclusive agency for Belgium for manufacturers and/or exporters of groceries and canned foods. Mar. 23 via New York for 1 month; c/o Statler Hilton Hotel, 7th Ave. and 33d St., New York, N.Y. Itinerary: New York, Dayton, Detroit, Chicago, and Boston.

Chile

Roberto Luis Nelson Christiansen, representing Técnico Mecánico, Cia. Carbonifera Lota, Luis Cousino 341, Lota Alto, interested in visiting coal mining companies; also studying coal mining techniques. Early April via Miami for 3 months; c/o 500 N.E. 24th St., Apt. 8, Miami, Fla. Itinerary: Philadelphia, Chicago, Pittsburgh.

Ecuador

Thomas C. Wright, representing Distribuidora "La Favorita," Avenida Amazonas 437, P.O. Box 491, Quito, interested in all aspects of supermarket operations, including refrigeration and packaging of foods. Also interested in establishing contacts for purchase of equipment for supermarket to be built in Quito—construction to begin mid-1962. Early April via Miami for 2 months; c/o Sixto Duran-Ballen, Inter-American Development Bank, Washington, D.C. Itinerary: Dayton and Troy, Ohio; Chicago, Ill.; and Atlanta, Ga.

England

Henry Kissin, representing Leaman & Kissin, Ltd., 60/2 Margaret St., London, W.1., interested in exploring market possibilities for ladies' and teenager's clothing, including separates. Apr. 8 via New York for 1 week; c/o Manhattan Hotel, New York, N.Y. Itinerary: Boston and New York.

R. A. Kenny, representing Laytag, Ltd., 58 Edgware Way, Edgware, Middlesex, interested in studying lightweight aggregate production methods, marketing techniques, and their uses and applications. Apr. 7 via New York for 2 weeks; c/o Henry Hudson Hotel, New York, N.Y. Itinerary: New York, Kingston, and Boston.

Finland

A group of four businessmen, representing the Elanto Cooperative Society, Kaikukatu 2, Helsinki, a Finnish retail organization of supermarkets, representing fruit and vegetable canners, and meat processing and packing plants, plans to visit the United States April 11 for 1 month to visit plants and to meet with firms engaged in similar lines of activity.

Members of the group include Paavo Heinimo, managing director; Vaino Hakala, advertising manager; Armas Laitila, director; and Einar Roine, manager of the meat department. Itinerary: San José, San Francisco, Berkeley, Sacramento, Omaha, Chicago, Minneapolis, St. Paul, Buffalo, New York, Newark, and Albany.

Address correspondence to them c/o U.S. Department of Commerce Field Offices in Los Angeles, San Francisco, Chicago, Minneapolis, and New York.

Germany

Dipl. Ing. Peter Lutz and Richard Sang, representing Gottlieb Duttenhoefer, Bahnhofstrasse, Hassloch/Pfalz, interested in meeting with manufacturers of containers; also seeks information on production methods and hot galvanizing processes; and statistical information on production. Plans to visit the National Packaging Exposition in New York. Mar. 18 via New York for 1 month; c/o Sheraton Atlantic Hotel, Broadway at 34th St., New York, N.Y. Itinerary: New York.

Hong Kong

Frank Stanley Hsu, representing Win-

(See Visitors, page 561)

Uranium Concentrate Asked By Government of India

The Government of India invites sealed tenders for the purchase of uranium concentrate with the following broad specifications: U^3O^8 on dry basis, 70%; acid insoluble, 2%; moisture, 10%; Mg + Ca, 5%; halides (Cl, I, Br, F), 0.2%; $P2O_5$, 5%; SO_4, 5%; B 200 ppm. maximum; Th., 200 ppm. maximum; and rare earths (excluding Ce), 200 ppm. maximum.

For some impurities listed, higher limits will be acceptable if special reduction in prices is offered.

Bids f.o.b. and c.i.f. Bombay per kilogram with detailed analysis should be forwarded to R. Shroff, Deputy Secretary to the Government of India, Department of Atomic Energy, Apollo Pier Rd., Bombay, to reach him not later than April 5.

The India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., stated that the Government of India is prepared to certify that the U^3O^8 will be used in India for peaceful and experimental purposes and for fabrication of fuel elements and that none of it or the derived material will be re-exported. The bidders will obtain clearance of their Government for the sale of the concentrate.

Prospective tenders desiring information concerning export regulations pertaining to the export of uranium concentrate may contact the Division of Licensing and Regulations, U.S. Atomic Energy Commission, Washington 25, D.C.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March unless otherwise indicated.

Chemical Importers and Dealers—Finland.
Coffee and Cocoa Exporters—Trinidad, W.I.
Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers, and Manufacturers—Venezuela.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Italy.
Pulp and Paper Mills—Venezuela.
Tobacco and Tobacco Products Importers, Dealers, and Manufacturers—Chile.
Tobacco and Tobacco Products Importers, Dealers, and Manufacturers—Nicaragua.
Vending Machine Importers and Dealers—Australia, February.
Vending Machine Importers and Dealers—Haiti, February.
Vending Machine Importers and Dealers—Norway, February.
Vending Machine Importers and Dealers—Panama.
Waste Paper and Rag Importers and Dealers—Indonesia, February.
Waste Paper and Rag Importers and Dealers—Venezuela.

Construction . . .

(Continued from page 545)

IRELAND—Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin, will construct £3.3 million ($9.4 million) **extension** to its Marina Power Station at Cork.★

ITALY—Cabinet approved draft bill from Ministry of Labor advocating 10-year program of low-cost **housing construction.** Program would be executed under new housing agency at estimated cost of 200 billion lire ($320 million).

In line with city's interest in industrialization, Public Works Department of Commercial Government in Florence advocating construction of **aqueduct** in 1963.

IVORY COAST—Planned expansion of **thermal power** in Abidjan calls for two 6,000 kw. **units** to begin operation in 1963 and two 12, kw. **units** to be added later. Ministry of Public Works, Transportation and Communications, Abidjan.

JAPAN—Government approval of technological assistance agreements with U.S. firms gave two Japanese firms green light to establish **petrochemical industries** in Japan. Idemitsu Kosan Co., Ltd., Palace Bldg., 10 Marunouchi 1-chome, Chiyoda-ku, Tokyo, to set up petrochemical center at Tokuyama; Mitsubishi Chemical Industries, Ltd., 4 Marunouchi 2-chome, Chiyoda-ku, Tokyo, will establish another complex at Mizushima.

LIBERIA—Government has several large projects in advanced planning stage. These include $20 million **university,** $5.5-million Government **hospital and paramedical center,** and feasibility studies for $23-million **hydroelectric plant.** Ministry of Public Works, Monrovia.

Voice of America expected to invite proposals from Liberian based construction firms for 41 **housing units.**

Bids to be invited shortly for $600,000 extension program for existing **school facilities.** Design and engineering undertaken by Stanley Engineering Co., Muscatine, Iowa.

United Liberian Rubber Co., P.O. Box 51, Monrovia, will build 3-story **business complex** at Randall St. and Sekou Toure Blvd., in Monrovia. Project includes office and apartment units, warehouse, garage, and gas station.

MALAYA—Telecommunications Department to extend its 600-line **microwave link** between Singapore and Kuala Lumpur to Ipoh and set up another between Penang and Alor Star.

MOZAMBIQUE—A 9-million escudo ($310,024) loan from Banco de Fomento Nacional to Beira Municipality should enable the city to initiate expansion of **power supply system.**★

NICARAGUA—Recently completed feasibility study for improvement of Managua **airport** by Airways Engineering Corp., 1212 18th St., NW., Washington, D.C., will enable Government to proceed with plans for execution of project.

NIGER—Organization Commune des Regions Sahariennes (OCRS), organization for economic cooperation composed of France, Chad, and Niger, announced **development program** for Niger in 1962.★

SWEDEN—Svenska Tobaks A/B (Swedish Tobacco Co.) will build **cigarette factory** near its cigar plant in Malmo.

SWITZERLAND—Construction has recently been initiated, or will be undertaken during 1962 on several **highway projects,** by Amt für Strassen und Flussbau, 45 Monbijoustrasse, Bern. Others are planned for 1963 and 1964. (FCW, Jan. 9, 1961, p. 21.) List of these projects available.★

SYRIA—Directorate General of Railways, Damascus, to replace four **diesel-powered units** on Aleppo-Beirut line.

TANGANYIKA—Extension of Kilosa-Mikumi **railway line** into Kilombero valley and eventually to Mbeya being studied by East African Railways and Harbours Administration, Dar es Salaam.

TURKEY—Sum of 50 million liras (9 liras=U.S.$1) will be spent on **road repairs** by the Ankara Municipality, according to local press reports.

UNITED ARAB REPUBLIC—Tourist Committee of Alexandria Governorate approved plans for international **tourist island** in eastern harbor of Alexandria. Plan includes 11-story **hotel, casino, market, amusement park,** and other facilities, costing total of E£2 million (E£1=$2.87). Additional information requested.

URUGUAY—Municipality of Punta del Este to purchase U.S.-made **saline water conversion plant** to cover needs of 80,000 persons.

ZANZIBAR—Government considering allocation of Colonial Development and Welfare funds to improve **broadcasting facilities.**★

Philippine Market Growing Rapidly

The Philippine consumer is the subject of a report published by a new Philippine magazine *Marketing Horizons.* The study, based on 1960 census figures, should be of interest to U.S. businessmen dealing in this market.

The figures indicate population rose to 27.5 million in 1960, a 43 percent rise since the last census in 1948. A remarkable 56.6 percent of the population is below 20 years of age. An additional 30.5 percent is between 20 and 45, and only 2.7 percent is over 65 years.

More important from the marketing standpoint is the increase in the number of households, and in the purchasing power. In 1960 the number of households (with an average of 6 persons per household) rose to 4.6 million from an estimated 3.96 million in 1957. By 1970 the figure should be 6.1 million households in a population of over 38 million.

Per capita income in 1960 was 355 pesos, up from 258 pesos in 1957 (2 pesos=US$1, official rate). More than half of the households have an annual income of over 1,000 pesos; however, expenditures of this group are heavily weighted toward essentials, particularly food.

The study also emphasized the migration to the cities which the Philippines is experiencing. Manila passed the 1 million mark in 1960 with the suburb of Quezon City, the nominal capital, becoming the number two city with a population of almost 400,000. The surrounding Province of Rizal with 1.5 million inhabitants is now the country's largest province.

In such a fast growing market, long accustomed to U.S. brand goods, sales of U.S. products should increase steadily in the 1960's.

Visitors . . .

(Continued from page 560)

ner Co., H.K., Ltd.; honorary secretary, Federation of Hong Kong Cotton Weavers, Hong Kong & Shanghai Bank Bldg., Kowloon, interested in export of textile products to U.S. Early April via San Francisco for 3 weeks; c/o C.B.S. Imports Corp., Empire State Bldg., New York, N.Y. Itinerary: New York.

New Zealand

Kenneth Christie, representing Richardson, McCabe, and Co., Ltd., 216-218 Willis St., Wellington, interested in importation of machinery used in logging, pulp, and paper industry; licensing agreements for manufacture in New Zealand of concrete vibrating and finishing equipment, and mechanical handling equipment, particularly conveyors; also information on current logging and pulp and paper mill practices. Mar. 25 via Los Angeles for 7 weeks; c/o U.S. Department of Commerce Field Offices in Seattle and New York. Itinerary: Los Angeles, San Francisco, Seattle, Minneapolis, Chicago, Detroit, Cleveland, New York, and possibly other cities.

Winston Sharp, representing R. W. Sharp (Agencies), Ltd., and R. W. Sharp (Wholesale), Ltd., 225A High St., Christchurch, interested in import and agency of silverplate, cutlery, fancy goods, clocks, watches and watch bands, crystal, china, and barometers; also in recent developments in electroplating. Apr. 1 via San Francisco for 2 weeks; c/o Pan American Airways in cities on itinerary: San Francisco, Chicago, New York, and certain cities in New England area.

Licenses, Joint Ventures Wanted In Germany for Varied Products

Three German companies wish to enter into licensing arrangements to manufacture collapsible wood furniture, food specialties, and plastic household and sports articles. Another firm wants to form a joint venture to produce mechanical and electromechanical types of U.S. products.

● A manufacturer and wholesaler of furniture and accessories seeks a licensing arrangement to produce collapsible wood furniture. Write to Funke & Stockmeyer, Nettlebeckstr., Herford/Westphalia.

● A medium-sized company in the Munich area wants a joint venture with a U.S. firm which now has sales representatives in Common Market countries.

It now produces mechanical and electromechanical parts on a subcontract basis. Plant consists of 6 modern 1-story buildings not now in full use. The plant area, an 8,000-sq.-yd. plot, has plenty of room for expansion.

Company hopes to embark on a permanent production program of its own.

Write to Mr. H. G. Winter, president, Stabil GmbH, Pacellistr., 7/III, Munich 2, Germany.

● A manufacturer of cereals, who is also an importer and wholesaler of food specialties, seeks a licensing arrangement to make popcorn, corn curls, potato chips, and snack articles.

Write to Felix Verkaufsgesellschaft, GmbH, 4A Maulwurfsweg, Dortmund-Hoechsten.

● A producer, wholesaler, importer, and exporter of rubber and plastic ware wishes a licensing agreement to make plastic household articles, as well as swimming articles of rubber or plastic.

Company wholesales and imports rubber and plastic wares, and manufactures sponges, beach and swim articles, plastic tablecloths, plastic coated aprons and baby pants.

Write to Gummi-Kraus KG, 82 Olgastr., Stuttgart.

Indian Textile Manufacturer Seeks Synthetic Fiber Plant

An Indian textile manufacturer wants U.S. machinery and technical know-how to build a plant in India to make synthetic staple fiber. Initially, the plant would produce 6 to 8 tons of fiber daily.

India's requirments for synthetic fibers are now met by imports valued at about $16.8 million.

An outline of the proposed manufacturing project is available on loan to qualified firms. Address requests to Foreign Investment & Licensing Division, 62-IO-3, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Malayan Firm Asks Venture In Food Appliance Field

A Malayan firm wants to establish a joint venture with an American company to manufacture freezers, commercial refrigerators, water coolers, and cold-storage equipment.

Application for pioneer status, entitling the firm to local tax exemption, has been made.

Write to Radio & General Trading Co., Ltd., 186-188 Brewster Rd., Ipoh, Malaya.

Senegal Supermarkets Outlined; Aid Asked

A Senegalese firm would like to promote supermarkets in Senegal, in association with an American firm.

One medium-sized and several small supermarkets in Dakar now sell groceries with readymade clothing as a sideline. At present, there are no supermarkets in other major cities and towns.

The desired assistance would be primarily in the form of technical know-how. Shares would be issued in an initial fund-raising effort. Managers and technicians would be furnished by both parties.

Write to M. André Thubet, president, Soc. Parisienne de Comptoirs Africains, 2 et 4, Rue du Dr. Theze, Dakar.

Equipment, Skills Sought For Proposed Instrument, Cable Plants in India

Two new Government-sponsored manufacturing projects in India have been announced. One plant will produce electrical wire and cable, the other, microscopes and ophthalmological instruments.

● The management of an Indian State-owned instrument factory proposes to set up a separate unit to increase the quantity of microscopes and produce ophthalmological instruments and refractometers. The plant now produces water meters, pressure gages, and microscopes.

Foreign technical collaboration is requested and terms and conditions will be negotiated.

Principal raw materials required are nonferrous rods, sheets and castings, and optical glass. All materials excepting optical glass are now available.

For details, address inquiries to the Indian Investment Centre, 630 Third Ave., New York 17, N.Y.

● An Indian governmental organization would like to contact U.S. firms interested in either joint collaboration or the supply of machinery and technical know-how for a proposed plant to make electrical wire and cable.

A new company would be formed in which the organization would hold a major share of the capital. Shares would be offered to the collaborator and the public but final negotiations on financial arrangements are open.

Labor, power, water, transport facilities, and raw materials are said to be adequate.

A loan copy of the project report is available on request to Foreign Investment & Licensing Division, 62-I0-4, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

French Textile Mill For Sale; Tractor Plant Proposed

Opportunities for collaboration in the manufacture of French-patented farm equipment and for the purchase of a French textile mill have recently been reported.

● A spinning and weaving mill is offered for sale to American investors. The plant, located about 22 miles from Le Havre and 31 miles from Rouen, is in Gruchet-le-Valvasse.

Activities in the plant ceased in April 1961. Plant area consists of over 258,000 square feet of which 67,275 are covered, 13,455 are elevated and 4,300 are in basement. The structure is of brick with shed roofs and is said to be in good condition.

Facilities include a water supply, electrical and heating systems, with a gantry crane at the entrance to the reception depot. Plant is about 218 yards from the railroad depot.

Write to Mr. Bernard Lailler, director general, Ets. Gailliard & Cie, 68 rue de Sotteville, Rouen (Seine-Maritime).

● An inventor and technician wishes a joint venture to manufacture small tractors and power-driven cultivators for agricultural work.

His equipment is covered by French

(See Tractors, page 574)

Manufacturing Facilities Available at Pakistan's Wah Ordnance Plant

The Government of Pakistan has idle manufacturing capacity of substantial size available at the Wah Ordnance plant near Rawalpindi which it wishes to employ for civilian production, according to the U.S. Investment Development Mission, which recently visited Pakistan (FCW, Jan. 29).

The Mission reported it was impressed by efforts to realign the activities of the vast Government ordnance plant at Wah to produce goods for the general economy and by the plans to use the facilities for contract manufacture in new and developing industries.

The manufacturing center occupies an area of over 10 square miles. Its present labor strength is over 10,000 persons. Various buildings, exclusive of a few hundred for housing and community facilities, cover an area of over 1,300 acres.

Diverse Facilities, Equipment

Major facilities available include: An iron and steel foundry; tool and gage shop; automatic and precision shop; machine and woodworking shops; nonferrous foundry and rolling mill; die casting shop; dry stamp shop; press and plate shop; and surplus material of various chemical units.

Among the major equipment units are: One 5-ton arc electric steelmaking furnace; two 5-cwt. light-frequency melting units; about 400 modern precision machine tools; silver and copper plating facilities; 24 in. hot rolling mill; 16 in. and 12 in. cold rolling mill; and 80 presses either hand-operated or up to a 250-ton capacity and many others.

Products now being manufactured include: Deep-well turbine pumps and centrifugal pumps; and tractors, machine tools, and trucks.

Items under consideration are air-conditioners, spinning and weaving equipment, refrigerating equipment, boilers, pipes, and electrical equipment.

Wah Industries, Ltd., has stressed the availability of service facilities and the good climate for industrial production available at the Center. It would welcome joint-venture proposals.

Additional information can be obtained on a loan basis from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Production Licenses Sought in U.K.; Hospital-Equipment Firm For Sale

AMERICAN manufacturers of foundry or vitreous enamel products; hardware, mail-order, and department store lines; and research and medical testing apparatus are asked to participate in licensing arrangements in the United Kingdom. In addition, oversea production facilities are offered and sales of British products are sought in the United States.

Another firm that manufactures and markets specialized hospital equipment wants to find an American purchaser.

● The owners of a British plant that manufactures laryngoscopes, ether inhalers, and related hospital equipment are looking for a buyer.

Since 1943, the company has been concentrating on hospital anesthetic equipment. Its products are used by civil defense authorities in New York State, Canada, Europe, and elsewhere. Firm also has a sizable and growing civil market in Africa and southeast Asia.

In addition to the sale of rights to anesthetic and other instruments and apparatus, the company offers machinery, plant, and a complete factory of 20,000 sq. ft., plus permits to extend the premises. Site has a rail siding and is located 6 miles south of Oxford, within easy reach of southern ports.

Illustrated material is available, on loan, from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Also, write to Longworth Scientific Instrument Co., Ltd., Radley Rd., Abingdon, Berkshire.

Licenses Wanted

● An established Scottish firm seeks American companies which desire U.K. production facilities. Is also interested in manufacturing, under license, any goods suitable for the U.K. and other European markets, in exchange for royalty payments or a cash settlement.

Firm produces cast-iron pipe and fittings, engineering castings, solid-fuel space and domestic hot-water heating appliances. Largest section of the works, the foundry, produces 150-200 tons a week. This capacity is being increased. Additionally, there are adequate assembly and sheet-metal fabrication departments.

The company also wholly owns a vitreous enamelling plant which is now running at about 50% of capacity.

The firm wants a new line to utilize its existing facilities. It is also willing to invest in new plant and machinery, if necessary. Unused space totals a minimum of 70,000 sq. ft.

Company is located in Larbert which has good road and railway facilities and is about 21 miles northeast of Glasgow and 28 miles northwest of Edinburgh. Grangemouth, a major Scottish seaport, is 6 miles east of Larbert.

Illustrated material is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Jones & Campbell, Ltd., P.O. Box 36, Torwood Foundry, Larbert, Stirlingshire, Scotland.

● Another manufacturing concern is particularly interested in items protected by patents in the important trading areas—especially the United Kingdom, Australia, and the Federal Republic of Germany. Articles sold by hardware stores, mail-order companies, and department stores are preferred.

The company is also interested in supplying U.S. firms with products made to their design.

Production consists of handtools, including automatic screwdrivers, bathroom scales, childrens' typewriters, toys, and novelty items.

Facilities include presses of up to 150-ton capacity, pressure diecasting plant for zinc-base alloys, and high-frequency plastic welding machines. Production space is about 50,000 sq. ft. There is adequate room for expansion.

Firm also has a sales organization in the United Kingdom and agents/distributors throughout Western Europe, most

(See Licenses, page 578)

Mining Investment Offered In Chile

In an interview at a recent U.S. Trade Mission meeting in Chile (FCW, Jan. 15), a Chilean business man there expressed a request for enough capital to work his copper, iron, and gold holdings more efficiently.

The copper runs up to 30%, iron to 65%, and gold from 10 to 50 grams per ton.

About $1 to $5 million would be needed to develop the holdings on a partnership basis.

Write to Clemente Ponce Atienze, Casilla 5536, Quinte Normal, Santiago, Chile.

Opportunities for U.S. Firms

Iron Ore Developments in Liberia Stimulate Major Building Boom

by Erland H. Heginbotham
Second Secretary, U.S. Embassy, Monrovia

MONROVIA.—Growing investment and construction activities characterized the Liberian economy at year's end.

As investment expenditures for the $30 million National Iron Ore Co. (NIOC) mine development tapered off by the end of the quarter, expenditures on the $210 million Liberian American Swedish Minerals Co. (LAMCO) mining venture were rising toward a peak and those for the $100 million German-Liberian Mining Co. (DELIMCO) project were just beginning to add to the flow in investment.

Major building projects for the future were announced almost daily.

With commencement of NIOC operations, gains registered in iron ore production point toward an increase in Liberia's total output from the 1960-61 plateau of 3 million tons to over 5 million tons in 1962, 9 million tons in 1963, and roughly 14 million tons in 1964. By the end of the decade, the iron ore production potential of current mining projects may be as high as 20 to 25 million tons annually, worth from $180 to $230 million.

Suppliers, Builders Needed

Liberia offers opportunities in select fields which should attract U.S. firms, both large and small. Subcontract work is needed in plumbing, electrical, air-conditioning, piping, and other installations for the many construction projects planned.

Building appears to be of sufficient volume to attract new U.S. construction firms. Many organizations offering such projects have had difficulty obtaining bids because Liberian firms are fully occupied with other jobs. As a result, profit margins on construction work have often tended to be high.

Various mining, construction, and trading firms have indicated interest in purchasing from the United States quantities of building materials (particularly iron, steel, and aluminum materials and structures, prefabricated building sections), construction and mining equipment, industrial air-conditioning equipment, office equipment and supplies, office and residential furniture, fixtures and furnishings, hospital equipment and supplies, and foodstuffs.

Lower rubber prices in 1961 caused Government revenues from rubber to fall below those from iron ore for the first time in Liberia's history. The drop of $2.5 million was largely responsible for failure of revenues to exceed 1960 levels.

Although yearend international trade data are not yet available, indications are that lower rubber prices were also one of two factors which combined to bring about what may be Liberia's first import surplus in over 20 years. Average prices paid to local rubber producers in 1961 were 31% below 1960 levels and 23% below average 1959 prices.

With 1961 production off slightly at 95.3 million pounds (96.4 million in 1960), the value of production and exports was down about 25%. Exports fell to $26.8 million from $35.9 million for 1960 (94.7 and 94.9 million pounds, respectively).

Economy Booms

Apart from the depressed rubber situation, no doubt existed at the year's end that Liberia's economy was booming. The evidence was everywhere, from the ever-changing, ever-rising skyline of Monrovia to the ever-extending fingers of steel rails and roadways and the new rust-colored scars on the formerly green-clad mountains of iron. It was mainly a mining boom with the $350-odd million of investment going into three new mining developments.

The boom was most evident in the bustle of actual construction. Almost every type of organization contributed to the flood of new projects. Principal contributors were the mining companies and the Liberian Government; however, foreign governments, other businesses, private real estate and even religious and charitable organizations joined in the frontier-like boom spirit.

The Liberian Government has some $65 to $75 million worth of construction projects either underway or in the advanced planning stages. Architects are at work on a $20 million university and a $5.5 million Government hospital and paramedical center for which definitive financing arrangements have yet to be made. Final feasibility studies for a $23 million hydroelectric project will begin shortly with a $250,000 loan from the Export-Import Bank. Some $12 million of construction is presently underway, including the Executive Mansion, Law Court Building, and various road construction.

Foreign governments also contributed significantly to the construction boom. The biggest event in foreign government project planning was the Voice of America award of a $7.2 million contract to Page Communications Engineers Inc., of Washington, D.C., for construction of a VOA radio relay station in Liberia.

This station will be the most powerful transmitter complex in Africa and the second most powerful in the VOA system. The receiver site will be near Brewersville, 10 miles northwest of Monrovia, and the transmitter site at Careysburg, 25 miles east of Monrovia. Total value of the project will be $13.8 million including electronic and powerplant equipment.

One of the larger business construction projects forthcoming is the new Chase Manhattan and Episcopal Mission office building. This structure will be four stories high and will cost an estimated $500,000-$600,000. A $1 million-plus extension to double the size of the 108-room Ducor Palace Hotel was begun in early February of this year.

NIOC Begins Operation

A major event in the minerals industry was the commencement of operations by the National Iron Ore Co. (NIOC). Mine operations began in November and the first shipment of ore by rail left Mano River for the Port of Monrovia on December 1.

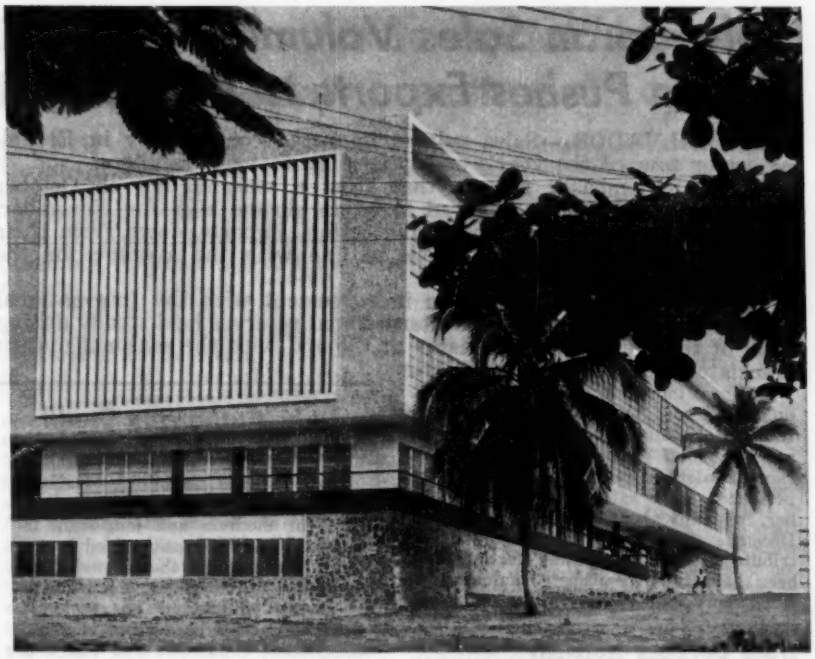
NIOC's first export shipment, on December 5, was a 15,000-ton loan of 55% iron content ore bound for Germany. By the end of the year NIOC had stock piled about 110,000 tons of ore at the port for shipment. At the mine, when the second and third units of the ore washing station go into operation in the coming

Liberian Communications Expanded, Modernized

The Liberian Government took an additional major step toward realization of its plans for expansion and modernization of its telecommunications system when in January it signed a $2.86 million contract with the Radio Corporation of America for establishment of internal and international telecommunications facilities.

The Government had signed a $1.5 million agreement in September 1961 with L. M. Ericsson of Sweden for expanded telephone facilities in Monrovia and new facilities for 21 population centers throughout the country. RCA will provide direct connections between Monrovia and these outlying branch exchanges. The new international transmission facilities will provide telephone connections with Europe and the United States for the first time, and will make possible implementation of recent proposals by Liberia and its African neighbors of Sierra Leone, Ivory Coast, and Guinea for early establishment of communication links.

RCA will also provide internal wireless, ship-to-shore radio, harbor control, navigational aids, shortwave broadcasting, and radio monitoring equipment.



New broadcast and movie studios of the Liberian Information Service in Monrovia.

---

quarter, NIOC expects to begin producing at an annual rate of up to 2.5 million tons.

The Liberia Mining Co. production in 1961 increased 85,000 tons or 3%. This combined with the first NIOC production brought total Liberian output to 3.2 million tons, or 6.5% over 1960.

Iron ore exports for 1961, at 3,054,000 tons, increased little over those of 1960 (3,038,000 tons). The value of these exports, estimated at the arbitrary figure of $10.65 per ton used by the Government of Liberia, would be $32.53 million in 1961 as compared with $32.35 million in 1960.

Activity on all phases of the Liberian American Swedish Minerals Co. (LAMCO) project reached peak levels in the quarter as more favorable weather set in and as the temporary general cargo wharf was opened to receive substantial equipment and supplies for the project. By the end of the year over 30 vessels had discharged about 60,000 tons of cargo at Buchanan.

Progress on the railroad is on schedule. The latest automatic track-laying equipment is placing about 1 kilometer a day. Although this rate will be cut in half during the rainy season, LAMCO officials expect the preliminary line to be completed to the mine by December 1962 and final track alignment to be completed by February 1963, the scheduled date.

Work at the mine is ahead of schedule. Cutting of the new access road is finished. Foundations and initial structural steel for the crusher station have been completed on schedule. Early in 1962 LAMCO will prepare additional benching, mining faces, and access roads. Company officials expect the mine to begin shipments on schedule at the end of March 1963.

Dredging for the German-Liberian Mining Co. (DELIMCO) $3- to $4-million ore finger pier neared completion as the mid-February target date approached. Materials will begin to arrive in February for pier construction which will be carried out by Raymond International (Liberia), Ltd., with Grun & Bilfinger (Germany) as consulting engineers. The pier will be completed by about June.

At the mine site, road construction and clearing for housing construction is underway. Clearing for the 50-mile standard gage railroad right-of-way has begun. DELIMCO expects to invite bids for construction of the railroad in 2 to 3 months.

Rapid growth in the demand for utilities is bringing heavy pressure on existing power and water facilities, rendering extensions inadequate not long after completion and quickly outdating projections of future demand.

The American consortium, Shulman, Hatfield, Marsen & Gens (SHAMAG), soon will begin construction of the Bushrod Island powerplant extension under a $4.5 million Export-Import Bank loan. SHAMAG completed the Bushrod plant in October and is finishing work on the transmission and distribution system. Design work for the original plant and for the extension, and the engineering supervision on both phases is performed by the Stanley Engineering Co., Muscatine, Iowa. Extension work is to include three 2,500 kilowatt generators and further transmission and distribution lines, including a link between Monrovia and Robertsfield.

Port Congestion Reduced

The Free Port of Monrovia recorded a 13% increase in 1961 in the volume of general cargo handled (excluding iron ore). Congestion appeared to have been reduced considerably from the previous quarter as dry weather helped boost fourth-quarter tonnages nearly one fifth over rainy quarter levels. As a result the European Conference Lines reduced their freight surchange from 60% to 40%, effective December 1, 1961. The Liberian Government is encouraging a further reduction.

The American Conference Lines, which had been considering an increase in its surcharge from 20% to 40%, was persuaded to postpone this increase and agreed to reconsider the situation on a month-to-month basis.

An important event which helped to alleviate congestion at the Free Port was the opening of temporary general cargo wharf at Buchanan, where substantial

(See Liberia, page 569)

Salvadoran Sales Volume Improves; Coffee Pushes Exports to New High

SAN SALVADOR.—Sales volume improved considerably in El Salvador toward the year's end, according to most retailers.

The U.S. Embassy reports that from a seasonal low in October exports rose to what is believed to be an alltime high for November, resulting from exports of coffee and cotton. Imports, down from their previous high rate of 1960, were in line with the average for the 1955-59 period.

Credit restrictions undertaken in agreement with the International Monetary Fund continued and international reserves held steady during most of the fourth quarter, rising at the end with the seasonal upturn associated with the new coffee crop.

Business improved substantially in the quarter, according to most merchants, although some automobile dealers reported sales were off because of credit restrictions. Dealers in general merchandise experienced large sales volume in December, for many about 20% greater than in December 1960. Increased volume was attributed to the fact that, as elections had been held in December, consumers decided to spend money they had been holding.

Trade Develops Normally

The import and export pattern in the fourth quarter appeared to be developing normally, although December figures were not available. October exports fell to their annual low of 8.7 million colones (US$3.48 million), but climbed in November to 15.8 million ($6.32 million). The magnitude of the November figure, believed to be the largest for that month in the history of the Republic, will probably be offset in subsequent months because about January 10, El Salvador reached its quota limitations on coffee exports and will be unable to export more until April.

Imports seemed back on their normal course. The third-quarter total of 65.5 million colones ($26.2 million) was 20 million colones ($8 million) less than the third quarter of 1960, but exactly the same as a third-quarter 5-year average for 1955-59. Combined October-November imports for 1961 were 42.4 million colones ($17 million), substantially less than the October-November 1960 figure of 57.1 million colones ($22.84 million) and close to the 1955-59 5-year average of 43.3 million ($17.32 million).

On September 30, loans and investments of the Central Bank—exclusive of those to the Government—stood at 76.8 million colones ($30.72 million), of which 66.5 million ($26.6 million) represented loans to commercial banks. By December 31, total loans and investments had risen to 84.7 million ($33.88 million), but loans to the other banks had diminished to 64.1 million colones ($25.64 million). The overall increase, which was basically seasonal, was chiefly attributable to Central Bank loans to such agencies as the Salvadoran Coffee Co. and the Cotton Cooperative. These loans doubled in the fourth quarter.

Short-term credits of the commercial banks rose seasonally in the fourth quarter from 113.8 million colones ($45.52 million) on September 30 to 118.5 million ($47.4 million) on December 31. Sight deposits of the commercial banks rose similarly from 76.5 million colones ($30.6 million) on September 30 to 86.4 million ($34.56 million) on December 31.

Continuing its social legislation policy to better the lot of rural workers and small agricultural producers, the Government late in December issued a new law establishing a Peasant Welfare Administration (ABC). This organization will administer a new supervised rural credit program utilizing funds obtained from sale of U.S. surplus agricultural commodities (Public Law 480). Loans from this agency will be limited to farmers owning less than 30 manzanas of land (51.9 acres).

Another law created an Irrigation and Drainage Authority, which gives the Government the right to expropriate, with compensation, land of those who may refuse to pay their share of the costs of this program. One of the first areas of operation of this Authority is expected to be the Zapotitan Valley, where the Government, with the assistance of a $1,675,000 loan from the Inter-American Development Bank, hopes to recover some 6,100 manzanas (10,553 acres) of now largely unused land.

Coffee Quota Filled

Most exporters had suspended purchases of milled coffee by the end of the year since El Salvador has already filled or slightly exceeded its export quota of 820,236 sacks of coffee of 60 kilograms each (132.276 pounds) for the period October 1961 to March 1962, although most of this export quota coffee had not yet been shipped to purchasers.

Exporters, however, were experiencing no difficulty in selling for future delivery, although the minimum export price of $36.50 ex-dock New York per hundred pounds agreed upon at Mexico City late in the quarter and enforced by a Vigilance Committee was the maximum for sales of Central Standard coffees to U.S. importers.

Grinding of the 1961-62 sugar crop, expected to reach 57,500 short tons, began in December. Although local sugar producers expect to have 12,500 short tons available for export, at least one expert independent source was predicting that the entire crop would be needed to satisfy local demand.

In December the Government created the Salvadoran Institute for Industrial Development (INSAFI), which replaces the former INSAFOP by giving it an exclusively industrial concern. INSAFI will have new and enlarged functions for promotion of new industries in the country, making industrial investigations, market surveys, and evaluations of financial needs. It will also supply financing to new industries and to existing industries in conjunction with new capital from Salvadoran and foreign investors.

INSAFI, continuing to promote new industries, announced that 6 new industries had requested the benefits of the industrial development law. A new firm, Abraham Safie Hermanos, was granted benefits of this law. The new company will open a plant to make cloth from synthetic nylon, rayon, and dacron fibers.

A factory for production of detergents and anti-corrosives is to be built in 1962 Another new factory, with a production capacity of 1,200 tons of copper wire a year, also is planned—the first of its kind in Central America. The cost, at US$1 million, is to be provided in three equal parts by INSAFI, the Central American Integration Bank, and a U.S. copper manufacturer.

Italy Authorizes Credit For Small Industries

The Istituto Mobiliare Italiano (IMI), major Italian credit institution for medium and long-term financing, has been authorized to extend financing to those small and medium-size industries which find it necessary to expand or reconvert their operations because of changed competitive conditions and where it is deemed in the public interest to do so.

IMI can loan up to $8 million to those small and medium enterprises which, because of inability to furnish the necessary guarantees, are unable to obtain funds from the usual medium-term credit sources.

Excluded from the benefits of the new law are enterprises which are subsidiaries or members of corporations or groups whose shares are quoted on the stock exchange, or who have sufficient means to assist those enterprises.

Oil Company Doubles Its Local Purchases In Saudi Arabia

DHAHRAN.—The Arabian American Oil Company's purchases of material inside Saudi Arabia soared to $11.3 million in 1961, more than doubling the 1960 local purchase level of $4.6 million. This development has had a salutary effect on Saudi Arabia's internal trade, the U.S. Consulate General reports.

Part of Aramco's large local purchases in 1961 came from major items bought for the first time from Saudi Arabian suppliers. These items imported by local merchants included line pipe for new Safaniya field facilities, refinery chemicals, drilling additives, motor vehicles, and expansion of general commissary goods.

Not included in the rising local purchase figures is an ever-increasing volume of fresh produce, grown locally and sold directly to the consumer.

With increased demands of the local economy, competition has increased sharply and many new vendors have entered the market. The local entrepreneur has been able to develop organization, follow-through, planning, and logistical skills to meet this expanding economy.

Orders With 200 Suppliers

Aramco's Dhahran Purchasing Department now places orders with some 200 suppliers throughout the country.

Officials of Aramco are watching with interest the rapid development of a common carrier service. A significant advance in efficiency, this van service involves delivery of material directly from warehouse to outlet.

Warehousing space in al-Khobar and Damman increased considerably in 1961 so that additional major items could be purchased in advance and stored until needed. Some of these facilities were air conditioned.

Items stocked in local warehouses included commissary and canteen articles, refinery operating chemicals, refrigerators, paints, tires, tubes, and batteries.

Pakistan's 1961–62 rice harvest (mainly December–January) is expected to surpass the previous record crop of 1960–61, according to the Foreign Agricultural Service.

In the second official estimate, production is reported at 15,374,000 metric tons of rough rice compared with 15,013,000 in the corresponding estimate for 1960–61. This estimate does not include the spring crop.

Brazil Business in Seasonal Upswing; New Long-Term Investment Lags

RIO DE JANEIRO.—Business conditions improved considerably in Brazil during February, although reluctance to make new long-term investments continued.

A seasonal rise in general business activity was expected to continue through April. Sales volume and industrial production were up appreciably, approaching 10% over the previous month, the U.S. Embassy reports.

The Government has recently issued regulations which put into effect several measures of last September (FCW, Nov. 27, 1961, p. 34) designed to establish medium long-term credit facilities to permit nationally produced capital goods to compete with imported goods. The National Economic Development Bank may issue, accept, or guarantee bills for financing—up to 50%—sales or purchases for 5 years and manufacture of such goods for 2 years. It is hoped that this will assist Brazilian domestic production to supply up to 83% of the industrial equipment needs of the petroleum, electric-power, iron and steel, cement, and paper and pulp industries over the next 10 years.

The Bank of Brazil is refinancing in cruzeiros the sale by Mercedes-Benz do Brasil of 550 buses to Argentina. This export contract, valued at $7.7 million over 3 years, is the first to be refinanced under the plan established by the Superintendency for Money and Credit (FCW, Nov. 27, 1961, p. 34) to increase Brazilian exports of manufactured products. It was also announced that contracts for exports to Argentina of railroad material, $1.5 million, and equipment for pulp and paper factories, $1.1 million, would be arranged.

Investment Continues Hesitantly

Investors have continued to be reluctant to make final commitments pending final action on the profit remittance bill passed by the Chamber of Deputies last November. A mixed Chamber-Senate committee was formed in February to redraft the bill before presenting it to the Senate.

Expropriation of the subsidiary of International Telephone & Telegraph Co. by the State of Rio Grande do Sul also was expected to cause some hesitation on the part of potential investors. Expropriation for public utility with just compensation is within the legal framework of the Brazilian constitution; and the individual States, just as in the United States, have sovereignty in many fields. The business community, however, was watching with interest this particular action to see what the final financial settlement would be.

Under a recent financial agreement, Japan will provide an additional $19.1 million for investment in the USIMINAS steel mill now being built with Japanese participation in the State of Minas Gerais, and also will make available a credit of $8.3 million. This additional assistance is expected to enable operation to begin in the second half of 1962.

The Inter-American Development Bank has announced a loan of $5 million to Papel e Celulose Catarinense, Ltda., to partially finance construction of a kraft pulp and paper mill at Lajes, in the State of Santa Catarina. A loan of $560,000 was also made to Fundacao Tupy of Joinville, in the same State, to expand its production of vehicle parts and to begin construction of tractor parts.

Exchange for Remittances Scarce

The unified exchange rate of 318 cruzeiros to the dollar continued to be quoted by the monetary authorities. This effort to control the rate reportedly has caused a drying up of the exchange market, with a reported backlog of applications for financial transfers. Exchange for imports, however, continued to be made available by the Bank of Brazil. The Rio de Janeiro Stock Exchange reported that sales in the unofficial "cambio" market totaled $321,000 during February, at rates fluctuating around 370 cruzeiros to the dollar.

The cost of living in Rio de Janeiro increased by 2.2% in February over January, compared with 1% in February 1961.

An agrarian reform law was presented to and unanimously approved by the Council of Ministers on February 15. The bill is to be presented to the National Congress. Although the proposal is rather general in some respects, there is little doubt that if it is well administered in conjunction with the Agricultural Fund and with the agricultural reform provisions of the coffee plan it will bring about significant improvements in the agricultural sector.

The coffee plan of GERCA (Executive Group for the Rationalization of Brazil's Coffee Culture), though not yet formally presented, would substantially alter the present coffee structure. Two billion of an estimated 4.33 billion trees would be eradicated by 1964, quality and efficiency would be improved, and production would

(See Brazil, page 569)

Malaya Federation Economy Booms; Foreign Exchange Freely Available

KUALA LUMPUR.—The year 1961 was a period of growth for the economy of the Federation of Malaya, continuing a trend in evidence for several years, according to the U.S. Embassy.

The trading position of the country enables it to import goods from any source without undue restrictions, in spite of a narrowing of its foreign trade balance from M$773 million (US$258 million) in 1960 to M$391 million (US$130 million) in 1961.

Practically all items enter under Open General License, without quota restrictions, with foreign exchange freely available.

Production of some local commodities and most manufactures increased during the year, and expenditure on construction was at a high level. The value of buildings under construction in Kuala Lumpur alone was estimated at M$34 million (US$11 million), compared with M$24 million (US$8 million) for 1960. Three multimillion dollar private stock issues floated during the second half of the year were heavily oversubscribed.

By the end of September 2,920 local and 1,107 foreign companies were registered in the Federation with a total nominal capital of M$3,184 million (US$1,061 million). By the end of the year 72 companies with a paid-in capital of M$54 million (US$18 million) had been given "pioneer" status under the Federation's Pioneer Industries (Relief from Income Tax) Act.

Consumption Up, U.S. Goods Popular

The value of imports into the Federation rose from M$2,150 million (US$717 million) in 1960 to a record M$2,224 million (US$741 million) in 1961, reflecting in large measure increasing requirements of the Government's 5-year development plan which is progressing favorably. Not to be discounted, however, is a steadily increasing desire of even modest consumers to purchase goods of foreign origin, and the fact that they have the capability to purchase them. The per capita income of the people of Malaya—including Singapore—is the highest in Southeast Asia, and in general is more than enough to meet the vital necessities of life.

Goods imported in larger quantities than ever before included manufactured goods, chiefly base metals and metal manufactures; machinery and transport equipment; and chemical products. Smaller gains were made in foodstuffs, largely milk and other dairy products; beverages; tobacco; and paper products.

U.S. exports to the Federation in 1961 totaled US$23 million, an increase of US$5 million over 1960, according to Bureau of the Census statistics. The following products were exported in greater quantities to the Federation from the United States in 1961 than in the preceding year: Meat and meat products; unmanufactured tobacco; wood and paper products; metal manufactures; refrigerators and freezers; construction, excavating, and mining machinery; tractors; automobiles, parts and accessories; chemical specialities; and scientific and professional instruments.

Heavy Equipment Imports Jump

The greatest increases occurred in heavy construction and earthmoving equipment, items which emphasis on rural development has placed at a premium. U.S. equipment of this nature now has a well established place in the Malayan market.

Other American products which are looked upon with favor are cigarettes, certain lines of clothing, miscellaneous food preparations, pulp and waste paper, dyes and colors, medicinal products, chemical products, and electrical equipment. For some of these commodities the United States is the major supplier, for others it is an important contributor.

The Federation of Malaya provides one of the best business climates in Southeast Asia for foreign investors. Inducements which the Government offers foreign businessmen include well located and equipped industrial sites such as Petaling Jaya just outside the capital and the Tasek Industrial Estate in Ipoh; generous laws pertaining to employment of skilled aliens to operate complicated machinery or set up industrial complexes; free convertibility of currency; and easy remittance of profits.

Foreign reaction to these conditions speaks for itself. Of the 72 companies which held pioneer certificates at the end of 1961, 53% of the capital involved was foreign. By the end of the year Petaling Jaya was 95% full, and the quest for land by potential investors had prompted the town of Ipoh, already developing its Tasek industrial site, to earmark land for two more areas for light industries.

The town of Johore Bahru began development of an industrial estate across the causeway from Singapore. The State of Penang cast plans for a site at Mak Mandin near the wharves of Port Butterworth, and the State of Selangor proposed to build another satellite town on the opposite side of Kuala Lumpur from Petaling Jaya.

Rural Development Progresses

The Federation's rural development plans, heavily emphasized in the Government's second 5-year development plan, are in their second stage. Phase One of the plan was largely governmental: Collecting data, planning, passing the necessary laws, homesteading, and building overhead facilities such as roads, water supplies, medical centers, and schools. This phase is not finished; progress was steady in 1961 and the tempo of activities is increasing.

Phase Two depends for its success on the close cooperation of the rural people.

It consists of agricultural extension work, carrying out of village sanitation programs and detailed local improvements by rural township boards, and formation of cooperative marketing organizations.

Part of the Government's rural program calls for clearing of large areas of jungle for establishment of rural communities. Several came into effect during the year. Landless farmers are given ten acres of land for cultivation of rubber and other crops.

Since the program began, the price of natural rubber has been declining steadily, leading Malayan officials to believe that crop diversification is more vital now than ever before. Progress in this direction has been limited, however, and a number of obstacles must be overcome before the pattern of Malayan agriculture can be changed.

Peruvian Savings Institution To Get IADB Loan

The Inter-American Development Bank has announced approval of a $1 million loan from the Social Progress Trust Fund to increase the resources of a private Peruvian savings association which makes housing loans to low-income families in Lima.

Borrower is the Asociación Mutual de Crédito para la Vivienda "El Pueblo," a private nonprofit savings and loan institution chartered in September 1960. The loan is the first granted from the Social Progress Trust Fund to a private savings and loan association.

Proceeds of the Trust Fund loan will make possible mortgage financing for the construction and purchase of about 400 new low-cost homes.

The association will make loans to members at rates of interest below the current market rate for amounts of up to 100,000 soles (about $3,750) and for terms of up to 20 years.

Latin American Draft Debt To U.S. Exporters Drops

The outstanding draft indebtedness of Latin American importers to U.S. exporters decreased in February for the first time in four months, the Federal Reserve Bank of New York has announced.

The debts of these importers decreased in 15 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $35.6 million of new drafts on Latin American importers during February, while $38.7 million of drafts were paid by these importers, reducing total drafts outstanding by $3.1 million to $228.8 million at the month's end, the lowest since October 1961.

Changes in the outstanding indebtedness of importers were relatively small in all countries.

Liberia . . .

(Continued from page 565)

tonnages of cargo were offloaded for the LAMCO harbor and railroad construction projects.

At the dedication of the New Treasury Building in December, Treasury Secretary Charles D. Sherman, in addressing assembled representatives of 14 African countries and national and international financial institutions, stressed the necessity of foreign capital for development of African economies.

Governmental revenues in 1961 of $32.4 million were at exactly the same level as in 1960. Decreases of $2 million in income tax revenue (caused by declininng rubber prices) and of $0.7 million in iron-ore profit sharing were offset mainly by increases in import duties ($1.3 million), the luxury tax revenue ($0.6 million), and income from other import-related taxes ($0.5 million).

Banking activities grew in intensity during the quarter as new American banking interests moved into competition with existing firms. The Chase Manhattan Bank opened its branch office on November 24 in temporary quarters. Earlier in November the Bank of Liberia opened a branch bank at Lower Buchanan, Grand Bassa County, and the Bank of Monrovia strengthened its agency there by assigning one of its senior Liberian staff members to head the agency.

Argentina Begins To Export Oil To Panama, Brazil, Uruguay

BUENOS AIRES.—After many years as an importer of petroleum, Argentina is now beginning to export crude oil and some of its by-products, the U. S. Embassy reports.

Most local crude has a high paraffin content requiring special treatment—"dewaxing"—before refineries can break it down into the complex of products conforming to the local pattern of demand. **Without special treatment plants, Argentine refineries produce fuel oil in excess of local demand and less than needed quantities of other products, principally kerosene and gas-oil.**

Until recently, the problem has been solved by importing finished products or foreign crude not requiring special treatment, and using foreign exchange at a time when Argentina's trade balance is decidedly unfavorable. Efforts of late have been directed toward finding nearby export markets or bartering Argentine excess crude and fuel oil to fill the gaps in Argentina's own production.

In recent months, several contracts have been signed or initiated involving the sale or barter of Argentine crude, fuel oil, and other products. Shipments under some of these contracts have already begun.

- Most important in terms of filling Argentina's import needs is the contract between Yacimientos Petroliferos Fiscales (YPF), the State oil company, and Refineria Panama, S.A., under which YPF will supply 1,597,609 barrels of crude oil (Canadon Seco) in exchange for their equivalent value of gas-oil and kerosene.

YPF describes it as a barter with little or no cash expected to change hands. Trade sources estimate that by this exchange Argentina will satisfy about one-fourth of its 6 to 7 million barrels of gas-oil and kerosene import requirements for 1962.

- YPF reportedly will supply a million barrels of fuel oil to the Netherlands, and in return will receive an unspecified quantity of foreign crude or petroleum products. First shipments under this contract took place in December 1961, when 219,000 barrels of fuel oil were sent to the Netherlands.
- Japan reportedly has agreed to purchase 100,000 tons of fuel oil (about 660,000 barrels) from Argentina. The Argentine Government has not yet given final approval to the contract.
- Uruguay received the first major export of Argentine crude oil. The first batch of 119,000 barrels of Canadon Seco was shipped in September 1961 (unaccountably not reflected in the official trade statistics until December 1961). Other shipments of approximately the same size were made in January and February 1962. These shipments were a combination of San Sebastian and Canadon Seco crudes.
- Argentina in January and February 1962 sent the first shipments totaling 15,000 tons of liquefied petroleum gas to Brazil under a contract negotiated during 1961. Argentina does not have the special tankers required for such shipments, so Brazilian ships are being used. The gas is loaded at San Lorenzo on the Parana River, the terminal of the gas pipeline from the Salta Fields. Sources in Gas del Estado, the State gas company, say they expect to ship an average of 8,000 tons a month of gas to Brazil. This amount reportedly represents Argentina's present excess production of liquefied gas.

Prices of crude vary in accordance with the oil's density. No information concerning fuel oil prices has been made public. Thus, it is not possible at present to make an estimate of foreign exchange savings or earnings resulting from Argentina's nascent export program.

Brazil . . .

(Continued from page 567)

be brought in line with export and domestic requirements.

The approximately 2.4 million hectares of some of Brazil's best cultivated land released by the eradication would be replanted primarily to diversified cultures for meeting the needs of the domestic market and for export. Part of it would be replanted to about 400 million coffee trees at the rate of 100 million a year beginning in 1963.

World Trade Week, May 20-26

Syria's Exchange Position Eased by Oil Agreement

DAMASCUS.—Parliament has approved an agreement for increased royalties which will improve Syria's tight foreign exchange situation, the U.S. Embassy reports.

The agreement, which had been signed by the Trans-Arabian Pipeline Co. (TAPLINE) and the Syrian Arab Republic, provides for a $10 million lumpsum payment to the Government reflecting transit royalty increases retroactive from 1956, and increased future royalties.

Mexico Revises Taxes on Income, Adds Rent, Royalty Schedules

ASSESSMENT of a surcharge on aggregate net income is the primary change in legislation affecting Mexican 1962 income taxation.

Two new tax schedules have been added, one on rents, the other on royalties; other schedules were modified.

The important changes, in summary, are:

- The total of net income received and taxable under two or more schedules, when exceeding 180,000 pesos (U.S. $14,400) a year, is to be combined and assessed a surcharge. Net income is the amount obtained by deducting from the amount taxable under each schedule the tax paid in each appropriate schedule and any interest paid on liabilities sustained in financing productive investments.

The surcharge is a progressive tax, ranging from 3% on the aggregate income between 180,000 and 275,000 pesos a year ($14,400 and $22,000) to 15% on income above 1,450,000 pesos ($116,000) annually. The total taxes paid (scheduled taxes plus surcharge) shall not exceed 30% of the total taxable income; therefore, whenever necessary, the surcharge is to be reduced to bring the total down to this limit.

- The tax rates in Schedules I, II and III, on income from Commerce; Industry; and Agriculture, Livestock and Fishing, respectively, remain the same. When businesses in these income groups receive capital gains from the sale of land and buildings, however, these gains may be incorporated with other business income or reported separately. If reported separately, the tax is paid according to a sliding scale of rates based on length of time the land and buildings were held and the amount of the capital gains.

As an example, these rates range from 12% on gains up to 100,000 pesos (US $8,000) to 20% on gains over 400,000 pesos (US $32,000) on property held up to 1 year; for property held 4 years or more the corresponding rates on such gains are 5% and 12%.

Businesses with income taxable under Schedules II and III may use accelerated depreciation methods for investments made in machinery and equipment in approved lines of production.

The Government is authorized to grant exemptions from taxes on distributable profits (now governed by Schedule VII) to Mexican companies which reinvest their profits. The annual reserve for reinvestment in the business is to be 10% for commercial enterprises and up to the total amount of the distributable profits in industrial, agricultural, livestock, or fishing activities.

In the beginning, the investment reserves are to be used exclusively for carrying out essential investments in approved lines of activity specified by the Government. If reinvestments are not carried out according to the terms specified, the companies will be responsible for paying the applicable taxes.

Schedule IV Completely Revised

- The tax rates in Schedule IV, Income from Employment (salaries, wages, and other personal compensation), are increased on net monthly taxable income ranging from 500 to 70,000 pesos ($40 to $5,600). Most salaried employees fall within these two limits (see table on page 571).
- Tax rates in Schedule V, which apply to income from Professional Services, Arts, and Crafts, remain the same, although certain changes are made in the method of payment of the tax by associations of professional men.
- Schedule VI, tax rates on Income from Invested Capital, is modified to provide that income from fixed-yield securities shall be subject to tax when it exceeds 7% annually (or 7.2% annually for compounded interest). The rate ranges from 2%, if annual interest is not more than 8%, to 5%, if annual interest is above 11%.

Interest derived from mortgage certificates (which usually yield 8% interest) will be exempt from the 2% tax which the Government will request the mortgage institutions to pay.

- Schedule VII, which formerly contained the tax on income from Royalties, Rentals, and Acquisition or Transfer of Concessions, now covers the tax on distributable profits. The revised law retains the 15% tax on distributable profits, but creates an additional tax of 5% on those dividends payable on bearer shares. Payment of this additional tax can be avoided, however, if the bearer shares are placed in the custody of a credit institution, which permits identification of the person receiving the dividend.
- A new schedule, Schedule VIII, has been established to cover taxation of income from Rents and Royalties, formerly incorporated in Schedule VI which covered taxation of income from Invested Capital, with no change in the former Schedule VI rates. The revised law levies on monthly rentals or subleases of urban property of over 1,000 pesos ($80) a month, a tax of 5% of the income received. After a 30% deduction for depreciation and repairs, however, this tax becomes 3.5%, the same as the stamp tax on rental receipts. The tax on rents does not apply to taxpayers in Schedules I, II, and III, or to house rentals of 1,000 pesos ($80) or less a month.
- Another new schedule, Schedule IX, has been set up, with no change in tax rates (those in the former Schedule VII), to cover taxation of income or royalties derived from contracts permitting other than the holder of a concession to exploit the concession.

Holders of Commerce Department publication, Establishing a Business in Mexico, World Trade Information Service report, part 1, No. 60-3, January 1960, should consult the section on Taxation.

British Honduras Passes Land Tenure Measures

BELIZE.—The British Honduras Legislative Assembly has passed the Land, Security of Tenure Ordinance, 1962, which is intended to give greater security of tenure to the colony's farmers. The ordinance awaits the Governor's signature, which is expected shortly, according to the U.S. Consulate.

British Honduras has about 3,000 small leasehold farmers; many have only unwritten or easily terminable occupancy contracts. The pending ordinance provides that tenancies cannot be terminated with less than 1 year's written notice and without compensation for unexhausted improvements and disturbance.

The value of the compensation for unexhausted improvements is to be based on the amount a willing purchaser would pay for the enhanced value of the land, while for disturbance it is to be a sum equivalent to 20% of the rent during the continuation of the tenancy, up to 20 years. Disputes would be handled by a system of Land Tribunals whose decision may be reviewed by the Minister of Natural Resources at his discretion.

Passage of this ordinance comes at a time when interest is on the wane in timbering operations and on the rise in agriculture. Although timbering is still the country's main economic activity, few virgin hardwood forests remain and most of these are largely inaccessible. Further, the recent hurricane damaged forests' future production.

The interest in agriculture has led to an increase in land purchases, some subject to vacant possession. The resulting alarm of tenant farmers, coupled with the knowledgeable sympathy of the Government, provided the impetus for passage of the land reform ordinance.

Mexican Tax on Income From Employment

Schedule IV

(1 peso=US$0.08)

Monthly net taxable income (pesos) From	To	Tax calculation: Amount (pesos)	Plus (%)	On excess over (pesos)
0	500	—	—	—
500	600	4.50	2.10	500
600	700	6.60	2.15	600
700	800	8.75	2.21	700
800	900	10.96	2.27	800
900	1,000	13.23	2.57	900
1,000	1,500	15.80	3.54	1,000
1,500	2,000	33.50	4.50	1,500
2,000	2,500	56.00	5.45	2,000
2,500	3,000	83.25	6.55	2,500
3,000	4,000	116.00	8.30	3,000
4,000	5,000	199.00	9.85	4,000
5,000	6,000	297.50	11.20	5,000
6,000	7,000	409.50	12.40	6,000
7,000	8,000	533.50	13.50	7,000
8,000	9,000	668.50	14.60	8,000
9,000	10,000	814.50	15.65	9,000
10,000	12,000	971.00	17.75	10,000
12,000	14,000	1,326.00	19.75	12,000
14,000	18,000	1,721.00	23.07	14,000
18,000	22,000	2,643.80	26.41	18,000
22,000	28,000	3,700.20	30.65	22,000
28,000	34,000	5,539.20	34.12	28,000
34,000	40,000	7,856.40	40.10	34,000
40,000	70,000	9,942.40	48.03	40,000
70,000 and above		24,401.40	50.00	70,000

See story facing page.

Nicaraguan Withholding Tax Set on Agricultural Products

MANAGUA.—Nicaragua has imposed a withholding tax on the activities of agricultural or livestock producers.

Any purchaser of agricultural products for export or industrial processing must retain the equivalent of 3% of the f.o.b. price prevailing on January 1 of each year; for cattle, however, 5 cordobas (about 71 cents) per head is to be retained.

The exporter or industrial processor must furnish the names of producers and the amount withheld upon monthly deposit of that amount with the Revenue Office.

Exports will not be permitted unless evidence is presented that the amount withheld has been turned over to the Revenue Office.

The total amount withheld is credited to the producer when he files his income tax return and either applied to the tax due or refunded.

This measure is intended to replace export taxes proposed in November (FCW, Mar. 19, 1962, p. 478).

The 1962 flue-cured tobacco crop in the Federation of Rhodesia and Nyasaland is tentatively placed at 233.7 million pounds, compared with the 1961 record crop of 236.8 million, according to the Foreign Agricultural Service.

Cyprus To Have Institute For Agricultural Research

NICOSIA.—An agricultural research institute, soon to be established in Cyprus, is considered of major importance for development of the island's agriculture—the backbone of the country's economy.

The institute, according to the U.S. Embassy, will advise producers on questions of agronomy and animal husbandry, with emphasis on sheep-breeding and marketing of agricultural produce.

A primary objective will be to assist in establishing the best types of seeds, plants, animals, and agricultural chemicals and to demonstrate the most feasible methods of exploiting the land.

The agreement to create the institute was signed by the Cypriot Minister of Agriculture and representatives of the United Nations in Cyprus.

The estimated expenditure for establishing and maintaining the institute this year is estimated at about $2 million. The Cyprus Government will contribute over $1.2 million; the U.N. Special Fund will supply the remainder, including experts, scholarships to Cypriots, and technical equipment for the institute.

Costa Rica Imposes Duties On Yarns, Insecticides; Modifies Surcharges

SAN JOSE.—Costa Rica has imposed import duties on yarns and insecticides and has modified various surcharges, the U.S. Embassy reports.

Import duties have been set on unmercerized cotton yarn in cones of 4,500 meters or more, and in skeins with a net weight of more than 150 grams. The item, tariff No. 651-04-00-03 now is dutiable at 5% ad valorem. Item No. 651-04-00-09, other yarns, is dutiable at 10% ad valorem. These items previously were duty free.

Some Insecticides Duty Free

Insecticides, acaricides, rodenticides, and other preparations for the control of plagues caused by animal life, as recommended by the Customs Tariff Commission, and approved by the Ministry of Agriculture and Livestock, tariff No. 599-02-00-05, are granted duty-free entry.

Insecticides, acaricides, rodenticides, and other preparations for the control of plagues caused by animal life (of types already produced in Costa Rica in quantities sufficient to meet local requirements), tariff No. 651-04-00-09, are dutiable at 20% ad valorem.

Both categories previously were duty free under tariff No. 599-02-00-05.

Import Items Transferred

The following items were transferred from one import surcharge list to another. List A items pay only a 3% surcharge applicable to all imports; List B items pay in addition a 15% surcharge; List C items pay a surcharge of 30%.

Wire screen, tariff No. 699-05-03-01, was transferred from List A to List B.

The following items were transferred from List B to List C:

841-02-06. Underwear, nightgowns, and pajamas, of other textile fibers, n.e.s., pure or mixed.

841-11-01-09. Other hats for men and children, manufactured of any material other than felt.

522-02-03-01. Hard soaps, ordinary, for domestic use, in paste form.

656-09-03-02. Other articles manufactured of textile materials, n.e.s., of pure cotton.

656-09-03-03. Other articles manufactured of other textile fibers, n.e.s., pure or mixed, incl. mixed cotton.

The following items were transferred from List C to List B:

732-03-02-03. Motor vehicles, pickups.
841-01-05-01. Stockings of 100% cotton.
841-01-05. Stockings of cotton mixed with other fibers.

Egypt's New Tariff Uses Brussels Nomenclature

CAIRO.—A new customs tariff, representing a complete revision of the previous schedule, has become effective in the United Arab Republic (Egypt), the U.S. Embassy reports.

The most important features of the new tariff are use of the Brussels nomenclature, a standard international form, and a single ad valorem rate for each item, which supports the previous additional taxes. The general level of duties has not been changed.

The new tariff will simplify customs procedure for the U.A.R. as previously there were as many as eight duties and taxes plus the basic customs duty.

The Brussels nomenclature makes possible a comparison between the U.A.R. tariff and the tariffs of all other countries using the Brussels system.

Imports of goods into the U.A.R. are made through Government agencies on the basis of demand, price, credit, and other factors, subject to approval of the Exchange Control Commission.

Quantity purchases of material for Government agencies and local factories are made by contract award on a c.i.f. basis, with the purchaser paying the tariff.

The new tariff is not expected to affect adversely the American competitive position in the U.A.R. market.

Turnover Tax on Refrigerators May Be Cut by Netherlands

THE HAGUE.—The Netherlands turnover tax applicable to the importation of refrigerators has not yet been reduced from 18% to 5% (FCW, Mar. 12, 1962, p. 435), the U.S. Embassy reports.

A draft bill to lower the tax will be reviewed by the Ministerial Council and the Council of State; the bill then will be submitted to Parliament for approval.

The present Netherlands turnover tax on refrigerators, therefore, continues to be 18% of the duty- and tax-paid c.i.f. value.

Guatemala Asks Firms To Reregister

GUATEMALA.—All commercial and industrial establishments in Guatemala which obtained commercial or representational patents or industrial or commercial registries prior to January 1, 1955, now must obtain new ones, the U.S. Embassy reports.

Specifically mentioned as affected by the requirement are factories, shops, stores, offices of export, import, or representation, banks, insurance companies, hotels, travel agents, commission agents, brokers, and auctioneers.

Denmark Enters Some Fruit Freely for Limited Period

COPENHAGEN.—Licenses will be granted freely for imports of apples, pears, and quinces into Denmark from the United States and other countries in the free-list area for a limited period, the U.S. Embassy reports.

Apples will be permitted to enter freely April 15-July 15, the Danish Ministry of Commerce has announced, and pears and quinces, April 15-July 31 of this year.

These products will be subject to the new import duty rates established in the limited revision of the Danish tariff law which became effective March 1, 1962. The rates are as follows (1 Danish crown=US$0.145):

Apples—from April 1 to July 31 the duty is 10% ad valorem but not less than 0.05 crown per kilogram, and from August 1 to March 31 the duty is 18% ad valorem but not less than 0.24 crown per kilogram.

Pears—from January 1 to July 31 the duty is 10% ad valorem but not less than 0.05 crown per kilogram, and from August 1 to December 31 the duty is 18% ad valorem, but not less than 0.24 crown per kilogram.

Quinces—enter duty free.

Prior to this revision the duty on apples, pears, and quinces was 0.05 crown per kilogram.

Argentina Widens Area for Industrial Benefits

BUENOS AIRES.—The Argentine Government has extended the area in the northwest and the types of industries which are to benefit by the Industrial Promotion Decree of October 20, 1961 (FCW, Nov. 20, 1961, p. 27; Jan. 29, 1962, p. 174), the U.S. Embassy reports.

The Corrientes Province has been included in the list of underdeveloped areas eligible for benefits, which include special import and tax privileges.

The additional industries to benefit from these privileges are:

Tobacco plants; textiles of animal or vegetable fibers; chemical serums; the processing of meat and meat products, vegetables, fruits, fruit acids and seeds; manufacture of leather goods; and construction of low-cost housing on a large scale.

In addition, an added benefit is the granting of official bank guarantees for the investors' international credits.

Panama Raises Tariffs On Alcoholic Beverage

Higher import duties on group 112 alcoholic beverages became effective in Panama on March 17, 1962.

Tariff items affected and the new rates, with old rates in parentheses, are as follows (1 balboa=US$1):

112-01-01. Table wines, white or red, 0.46 per liter (0.35);
112-01-02. Champagne, 2.26 per liter (1.75);
112-01-03. Other sparkling wines, n.e.s., 2.25 per liter (1.75);
112-01-99. Other wines, including grape must, n.e.s., 0.98 per liter (0.75);
112-02-00. Cider and fermented fruit juice (fruit wines, n.e.s.), 0.98 per liter (0.75);
112-03-00. Beers and other fermented cereal drinks, 1.01 per liter (0.78);
112-04-01. Aromatic bitter extracts, liquid, in original retail containers, 0.33 per gross kilogram (0.25);
112-04-02. Rum and other sugarcane brandies, in original retail containers, 3.50 per liter (2.50);
112-04-03. Whisky in original retail containers, 3.50 per liter (2.50);
112-04-04. Cognac or brandy in original containers, 3.50 per liter (2.50);
112-04-80. Other distilled alcoholic beverages, n.e.s., in original containers, 3.50 per liter (2.50);
112-04-99. Ethyl alcohol testing less than 80° by the Guy-Lussac alcoholometer and distilled alcoholic beverages, n.e.s., in other containers, 3.90 per liter (3.00).

Import duties on tariff item 655-03-00, hat bodies, n.e.s., neither blocked to shape nor hatter trimmed have been raised from 3 to 12 balboas a dozen. This action became effective March 20, 1962.

Mexican Free Perimeters Open Through January '63

The free perimeters in the towns of Ciudad Chetumal, Cozumel, Xcalak, and Isla de Mujeres, in the Mexican Territory of Quintana Roo, will remain open to international commerce through January 31, 1963.

Originally scheduled to close on June 7, 1961, operation of these free perimeters has been successively extended (FCW, July 17, 1961, p. 19). Despite the economic progress that has been achieved, it still is not possible to supply the needs of these areas adequately, according to the latest extending decree.

As a result of this extension, articles imported into these areas for consumption, except for a very limited number of products, listed below, will continue to enter duty free through January 31, 1963:

Wines and liquors; cigarettes and cigars; perfumery products; wool cloth and manufacturers; cloth and fabrics of any vegetable and animal fibers; gold or silversmith's wares and fine jewelry; garments of any animal or vegetable fiber except cotton; arms and munitions; ballpoint pens, mechanical pencils, fountain pens and their parts.

Peru Alters Customs Tariff On Iron, Steel, Bottles, Salt, Communication Items

LIMA.—Peru has announced a number of customs tariff modifications which affect imports of iron and steel bars, plates and rods; glass feeding bottles; exposed film; sodium chloride; and imports made by radio stations, television stations, and publishing houses, the U.S. Embassy reports.

Imports of items included in Peruvian Tariff No. 2341, iron or steel bars, plates and rods, unpolished, of any cross section, thickness, or length without perforation, and No. 2342, iron or steel building bars and rods, corrugated, distorted, or twisted, have been made subject to an additional 25% import tax on c.i.f. value (FCW, Apr. 27, 1959, p. 10).

The new surcharge is in addition to the regular custom duties on these items. The purpose of the surcharge is to discourage imports of items which can be produced by the domestic steel industry.

Protection for Glass Industry

The specific import duty on Tariff Item No. 2262, glass feeding bottles of all kinds, with or without inscriptions, was raised from 1.50 soles (US$0.055) to 4.50 soles ($0.166) per gross kilogram. The ad valorem surcharge of 15.917% on the c.i.f. value remains unchanged. The increase was enacted to protect the domestic glass industry.

Items included under Tariff No. 2135, common salt or natural sodium chloride of 99.66% purity, may be imported free of duty when intended for use in the mining industry.

Exposed color 35 mm. photographic film and 8 and 16 mm. motion-picture film may be sent abroad for development and returned to Peru without payment of duties and additional custom surcharges. This action merely formalizes a procedure which has in fact been in effect for many years without specific authorization in the Peruvian Code of Custom Procedures.

Commercial radio and television stations and newspaper and editorial enterprises established in Peru within the past 5 years were exempted from the payment of import duties and surcharges on imports of machinery, pictures, magnetic tapes, spare parts, tubes, valves, and printing equipment and material.

Brazil's leaf tobacco imports during the first 9 months of 1961, at 65.3 million pounds, were 25.4 million larger than for the same period in 1960, the Foreign Agricultural Service reports.

Syrian Law Denationalizes Industries

DAMASCUS.—The Syrian Arab Republic has enacted an industrial denationalization law, the U.S. Embassy reports, and has revised the agrarian reform law.

The new industrial denationalization law provides:

- Companies nationalized under the former regime revert to private ownership;
- Companies with more than S£2.5 million ($700,000) nominal capitalization must become corporations and must offer 60% of stock for public subscription;
- Individual ownership in companies over 10 years old with more than S£5 million ($1.4 million) nominal capitalization is limited to 5%; for companies whose capitalization is less than this amount, the maximum ownership is 7%; the absolute value of individual ownership may not exceed S£175,000 ($49,000), in any event;
- Board of directors must not exceed 7 members, of which 2 must be representatives of the employees;
- Fifty percent of shares held in excess of the maximum limits will be offered for sale to the employees of the company and the remainder will be offered for sale to the public;
- Workers will receive 25% of the companies' profits, in addition to a salary increase equal to one-half day's wages per week.

The revised agrarian reform law provides for more flexibility and increases the amount of land which landowners may retain, depending upon such factors as the location of the land (more land may be retained than in areas surrounding Damascus), type of irrigation, and normal crops.

The Government plans to give 28,000 hectares (69,188 acres) of State Domain land to peasants on Evacuation Day, April 17.

Libya Sets Up Free Zone At Port of Tripoli

TRIPOLI.—A free zone in the port of Tripoli, encompassing an area of 58,001 square meters, has been established by the Libyan Ministry of Finance, the U.S. Embassy reports.

The area has been fully prepared for erection of buildings and some applications already have been accepted.

Application for storage facilities only, however, generally would be refused as Libyan authorities have determined that firms engaged in light manufacturing or processing are to be given preference.

The Tripolitania Ports and Lights Department is responsible for administration of the zone; the Director of Customs is authorized to issue permits.

Denmark Converting Tariff To Ad Valorem Duty Basis

COPENHAGEN. — Denmark's new tariff law, which became effective March 1, provides for revision of those chapters of the tariff schedule which were not affected by the extensive tariff revision of 2 years ago, prior to Denmark's accession to the European Free Trade Association, the U.S. Embassy reports.

This action carries forward the Danish Government's program for converting its customs tariff from a specific to an ad valorem basis. The program was started when Denmark adopted the Brussels tariff nomenclature and made a general revision of its tariff on March 1, 1960.

A number of specific rates in chapters 1-20 on agricultural commodities, fruits, vegetables, certain processed food items, and vegetable oils and fats are changed to ad valorem duties. In many instances there has been an upward adjustment in rates.

This action comes at a time when Denmark is applying for admission to the Common Market.

Foreign Advertising Firms Must Register in Guatemala

GUATEMALA.—Foreign companies or individuals engaged in commercial or industrial advertising activities for their own account or in association with Guatemalan nationals now must register with the Ministry of Economy as a prerequisite to operate in the country, the U.S. Embassy reports.

Each application for registration must certify to the firm's existence and registration in the country of origin, financial capacity, type of advertising, and that no Guatemalan organizations or individuals are capable of performing the kind of advertising contemplated.

The action was designed to protect local firms.

Trinidad Imposes New Import Duties

THE Trinidad and Tobago Government has increased the duty on some shirt imports; rewritten the portion of the customs duties schedule pertaining to cotton imports, changing some duties; and established a flexible rate of duty on sulfate of ammonia imports.

The general rate of duty (U.S. and other non-Commonwealth imports) on knitted shirts with value exceeding BWI$1.20 (US$0.70) each, now are subject to a 20% ad valorem duty. The former general duty of BWI$0.24 (14 cents) each on these shirts now only applies when their value does not exceed BWI$1.20 (70 cents) each. The preferential rate of duty remains unchanged at 10% ad valorem.

A specific duty of BWI$5 ($2.93) per dozen now is placed upon each dozen shirts not knitted and not exceeding a value of BWI$11 ($6.45) per dozen. This duty is in addition to the existing one of 10% ad valorem under the preferential tariff, or the BWI$0.24 (14 cents) each, or 20% ad valorem, whichever is higher under the general tariff.

Some Duties Effective Until '64

New duties on some cotton textiles under Item 35 of the tariff have been put into effect until January 1, 1964. The specific duty of BWI$0.12 (7 cents) per square yard under both the preferential and general tariffs has been removed on grey (unbleached) cotton fabrics and on cotton fabrics, butter muslin, book muslin, diaper cloth, and buckram. The duty remaining on these goods is that of 7½% ad valorem under the preferential tariff and 15% ad valorem under the general tariff. The rates of duty remain unchanged on other cotton fabrics and on raw cotton.

To prevent the dumping of sulfate of ammonia imports in Trinidad and Tobago, the Government has passed The Sulfate of Ammonia (Antidumping) Order, 1961, which will be in effect until December 1, 1962. This order provides that the duty on ammonium sulfate will be equal to the difference between the export price and the fair market price of the country of origin if the latter price is greater than the former.

New Currency Notes Issued in Ethiopia

Ethiopia has placed new currency notes into circulation and has added a new Ethiopian $20 note to the present denominations, thus providing notes of $1, $5, $10, $20, $50, $100, and $500 (1 Ethiopian dollar= US$0.4025).

The $20 note has been colored brown; the traditional colors were retained in the other denominations.

The State Bank of Ethiopia will, however, continue to issue notes of the old pattern until the existing supply is fully utilized. Both the old and new notes will have equal value.

Shipping Document Errors Subject to Guatemalan Fine

GUATEMALA.—Errors in shipping documents and certificates of origin now are subject to penalties set forth in procedures intended to simplify those in the Guatemalan Customs Code.

For presentation of the certificate of origin without the signature of the Consul, notation of origin, or signature of the Chamber of Commerce representative, a surcharge of 100% of the applicable duty will be imposed for merchandise originating in countries with which Guatemala maintains an unfavorable balance of payments (this does not include the United States).

For other countries, the fine is 10%.

For other errors, irregularities, or deficiencies found in shipping documents, a surcharge of 1% of the corresponding customs duties will be imposed.

Imports Being Refused In Chilean Free Ports

SANTIAGO.—Chilean importers in the free ports are, in many instances, refusing to accept imported merchandise because of the unanticipated high cost resulting from the new trade restrictions (FCW, Feb. 5, 1962, p. 215).

Importers in Arica have been especially hard hit by the new controls and an unusually large number of checks have been protested in recent weeks.

Imports of merchandise not appearing on the official list of permitted imports or not specifically provided for in the free port laws now must be paid for at the broker's rate of exchange (1 escudo= US$0.69 on March 6, 1962), which is approximately one third more than the official rate of exchange (1 escudo=US$0.-95).

These increased costs are applicable to goods arriving at the free ports, even though shipped before January 11, 1962, the effective date of the regulations.

Paraguayan Central Agency Plans Development Programs

ASUNCION.—A new Government agency, the Technical Secretariat for Economic and Social Development Planning, has been established in Paraguay.

Functions of the agency, according to the U.S. Embassy, include:

- Analysis of the national economy and its trends;
- Recommendation of general development policy;
- Establishment of a general development plan and plans for sectors and regions;
- Evaluating available resources for development and recommending distribution among the various activities;
- Coordinating technical and financial assistance programs furnished by foreign governments or international agencies;
- Recommending measures of economic policy and public administration reform; Collaborating with private enterprise;
- Monitoring development and investment plans to see that such plans are correctly carried out;
- Participating in preparation of the national budget;
- Formation of consultative councils, special planning commissions, and working groups to carry out specific tasks.

The Secretariat will be consulted on all these programs before consideration by the National Council of Economic Coordination or the Executive. An Executive Secretary will be appointed by and be directly responsible to the President.

Tractors . . .

(Continued from page 562)

patents and is being produced in France and neighboring countries. He also has several new French patents on tractors and cultivators which have not yet been commercialized.

Patent rights and past experience are being offered in exchange for a minimum capital investment of $200,000 to build a small plant on the Côte d'Azur. The inventor also proposes to be technical director of the contemplated enterprise, leaving financial and administrative direction to the U.S. participant. He further proposes 50% of the shares for himself, a monthly salary, and 50% of the profits.

Illustrated material in French is available on loan in the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Emile Roux, 14 rue Delacroix, Saint-Maurice (Seine).

Surplus Corn, Oils, Wheat To Be Sold

The United States has reached agreements with Brazil, Turkey and Iceland for sale of U.S. surplus agricultural commodities under Title I, Public Law 480, and with Peru on a program under Title IV of the same law.

The agreement with Brazil is for $50.6 million worth of wheat, about 29.4 million bushels; $1.8 million worth of corn, about 1.4 million bushels; and ocean transportation $6.2 million.

The agreement with Peru provides for sale of $27.9 million worth (including certain ocean transportation costs) of U.S. wheat, about 14.7 million bushels.

Iceland is to purchase $250,000 worth of cracked corn and/or cornmeal, about 110,000 bushels; barley and/or barley meal, $150,000, 96,500 bushels; wheat and/or wheat flour, $600,000, 294,000 bushels; soybean and/or cottonseed oil, $100,000, 661,000 pounds; tobacco and/or tobacco products, $500,000, 441,000 pounds; rice, $45,000, 8,800 hundredweight; ocean transportation, $100,000.

Proceeds from these sales are to be used for loans—and for Brazil, grants—for economic development, for payment of U.S. obligations abroad, and for various other U.S. uses. In addition, for Turkey, the proceeds are to be used for loans by the Agency for International Development (AID) to private U.S. and local business firms.

Under Title IV, which authorizes long-term supply and dollar credit sales, the agreement with Peru provides for sale of $2 million worth (including certain ocean transportation costs) of cottonseed and/or soybean oil, 13 million pounds.

Goods With Cuban Ingredients Barred From Import Into U.S.

Import into the United States from any country of merchandise made or derived in whole or in part of products of Cuban origin is prohibited, effective March 24, the Treasury Department has announced.

The action was taken to insure that products containing Cuban ingredients made in third countries would not be imported in circumvention of the President's proclamation of February 3 barring all imports of Cuban goods.

An import item with a Cuban-origin content, regardless of how small the percentage, is prohibited entry under the new amendment to the Cuban Import Regulation.

Plans had been reported for establishment of facilities in third countries to manufacture cigars using Cuban tobacco for export to the United States.

Carpet, Glass Import Duties Raised; Ball Mitts, Ceramic Tile Unchanged

The President's decisions in four escape-clause cases involving recommendations of the U.S. Tariff Commission were announced on March 20.

In two instances, concerning imports of woven carpets and sheet glass, the President accepted the Commission recommendations and signed proclamations increasing applicable duties.

In two cases, affecting imports of ceramic tile and baseball gloves and mitts, the President decided that the evidence presented did not clearly sustain conclusions that serious injury had resulted from import competition.

The effects of the President's decisions will be:

- To increase the duty on Wilton and velvet (or tapestry) carpet imports from 21% to 40% ad valorem;
- To increase duties on imports of cylinder, crown, and sheet glass to amounts ranging from 1.3 cents to 3.5 cents per pound depending on size and thickness;
- To hold the existing duty level on imports of ceramic mosaic tile; and
- To retain the present 15% ad valorem duty on baseball gloves and mitts.

In all four cases, the President had asked the Tariff Commission to provide data supplementing its original reports.

The President's decisions were reported in letters transmitted to the Chairman of the Committee on Finance of the Senate and the Committee on Ways and Means of the House of Representatives.

The Tariff Commission conclusion—and the President's concurring judgment—that imports of Wilton and velvet (or tapestry) carpets were injuring the domestic industry producing like products was based on the record of general decline in production since 1955, in a period when imports increased significantly. Industry earnings and worker man-hours also declined in the same period.

Acceptance of the Tariff Commission recommendation for relief to the domestic sheet glass industry was based on evidence that importers enjoy a price advantage that has occasioned a significant rise in imports since 1955, while U.S. production has dropped. Domestic industry profits have trended downward and losses were registered in 1960. Worker man-hours have also declined, with further adverse effect on communities in areas burdened with labor surpluses.

U.S. Travel Service Leaflet Available

A new leaflet entitled *Activities of the United States Travel Service*, issued by the Commerce Department, summarizes the objectives of this first U.S. Government agency established to promote travel to this country from abroad.

Functions of the USTS in Washington as well as oversea activities are described in the leaflet, available from the Sales and Distribution Section, U.S. Department of Commerce, Washington 25, D.C.

U.S. Export Privileges Denied To British Firm Temporarily

The Latin American Development Co., Ltd., a London, England, export-import company, has been temporarily denied all U.S. export privileges pending conclusion of investigations to ascertain whether it has violated U.S. export control regulations, the Bureau of International Programs has announced.

The temporary denial was issued to prevent U.S. goods from being obtained by the English company for possible unlawful transshipment to Cuba, the Bureau said. The order, dated March 19, is effective for 90 days and may be extended if it is found desirable to further protect the public interest until the Bureau's findings have been completed.

The Bureau said it appears that Latin American Development Co., Ltd., persisted in its attempts to place orders with U.S. suppliers for repair and replacement parts for oil processing equipment located in Cuban refineries, despite its being informed that the goods would not be licensed by the United States for direct or indirect shipment to Cuba.

The English firm told the U.S. suppliers to ship the parts to England, and did not disclose to them that the ultimate destination was Cuba. Alertness of the American companies stopped the sales from taking place. The refineries were the property of U.S. corporations before their expropriation by the Castro government.

The denial order prohibits Latin American Development Co., Ltd., and all persons and firms which are or become associated with it in the conduct of trade, from engaging in any transactions involving U.S. origin goods or technical data.

Commerce Department Is Prepared To Aid Businessman in Exhibits

THE Department of Commerce is prepared to assist the U.S. businessman planning his own exhibit in one of the more than 200 important international trade fairs scheduled in 39 foreign countries during 1962.

In order to determine the fair best suited to his needs, the prospective exhibitor requires information concerning business conditions, foreign importers and distributors, market possibilities, trade statistics, and import regulations. This information may be readily obtained from the World Trade Information Service reports, Trade Lists, U.S. Foreign Service Despatches, and numerous other sources on hand in the Department of Commerce in Washington or in any of its 34 Field Offices throughout the United States.

At certain foreign fairs where no major U.S. "presence" is planned, the Department of Commerce, together with Foreign Service Commercial Officers from the local U.S. Embassy or consular establishment, operates Trade Information Centers. These centers or trade promotion booths are used to promote U.S. exports; to assist visitors in locating sources of supply in the United States; to guide visitors to U.S. product displays at the fair; and to publicize the commercial services which are available to foreign buyers planning to visit our country.

For hundreds of years the international trade fair has been spelling sales success for businessmen. And their most modern counterparts are no less laced with achievement—often on a shoestring.

● Case in point: Milano Brothers, a New York City export firm, has exhibited annually at the International Samples Fair in Milan since 1953, and last year began to exhibit at the International Electronic and Nuclear Exhibit at Rome.

The company's exhibits are attractive and impressive, yet their cost has averaged only $600. The company is enthusiastic over the results, and plans to continue selling in the European market through this proven media.

● Case in point: At the International Agricultural Exhibition in Cairo last year, Union Carbide International Company mounted a $5,000 exhibit to promote a new insecticide. Five months later, when Egypt's cotton crop was seriously attacked by a worm infestation, the Egyptian Government purchased several million dollars worth of the insecticide.

Over 2 million pounds of the product were airlifted into the country from the United States, and additional large quantities are being shipped to Egypt by sea in a stockpiling program.

Union Carbide feels its exhibit played a leading role in obtaining this large order by bringing the new insecticide dramatically to the attention of Egyptian farmers and Government officials.

Flower, Garden Show Planned in London

LONDON.—The Flowers and Gardens Fair, to be held at the Crystal Palace here September 4-8, will offer a large display of products, equipment, and machinery of the horticultural and allied industries.

The Fair will be a market place not only for flowers, plants, bulbs, vegetables, and a variety of horticultural industry produce, but also for the full range of equipment and machinery used in construction and maintenance of the nation's gardens, parks and sports grounds.

Exhibit categories will include chemicals, garden and park buildings and fences, garden and park power machinery, garden furniture, hand tools, horticultural products, greenhouses and frames, irrigation equipment, landscape gardening, gardening publications, sports ground equipment, and research and training.

A unique aspect of the Fair will be a large proving ground where buyers will be able to see machinery and equipment demonstrated under ideal conditions.

Illustrated brochures describing the Flowers and Gardens Fair are available on loan from the Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

International Food Exhibit Scheduled for New York

The Fifth International Food Congress and Exhibition, scheduled for New York's Coliseum Sept. 8-16, will mark the first time all segments of the U.S. food industry have united to play host to this event and to participate in its program and exhibition.

Registrants taking part in the Congress meetings are expected to come from 30 or more countries and will represent all segments of the worldwide food industry.

More than 50,000 executives of the food and allied industries and several hundred thousand consumers are expected to visit the exhibition.

The event will be held under the general auspices of the International Association of Food Distribution (Association Internationale de la Distribution des Produits Alimentaires).

Previous congresses were held in Paris (1950), Ostende, Belgium (1953), Rome (1956), and Lausanne, Switzerland (1959).

Additional information is available from the Secretariat Office, Fifth International Food Congress, Inc., 527 Madison Ave., New York 22, N.Y.

Amsterdam Hotel, Cafe Fair Shows Attendance Increase

AMSTERDAM.—Attendance at the recent "HORECAVA 1962" exposition here, a trade fair for the hotel, restaurant, and cafe business, was substantially higher than in previous years, the U.S. Consulate General reports.

A total of 43,000 exhibitors and visitors attended this year's show; 14,000 were at the first show, held in 1957, and 36,000 attended the fifth event last year.

The next exhibit, "HORECAVA 1963," will be held here next January.

Both exhibitors and visitors to the 1962 show were unanimous in acclaiming it a success. A total of 235 firms exhibited.

The show featured all types of hotel equipment, including dishwashing machines, hotel silver, furniture and beds, billiards equipment, uniforms, juke boxes, foodstuffs, wines, ice cream products, and many others. A special stand, demonstrating the possibilities of amusement in the industry, emphasized the recreation theme of the show.

U.S. animal fats and oils exports declined 4% in 1961 to 2,245 million pounds, the Foreign Agricultural Service has reported.

Leads . . .

(Continued from page 547)

Lumber. U Ba Thin & Son, 34/36, 28th St., Rangoon. WTD 2/27/54.

Teak. Trades Overseas (Burma), 346 Maha Bandoola St., Rangoon. WTD 9/1/61.

Teak and hardwood. Zabu Thiri Co., Ltd., 176 33d St., Rangoon. WTD 8/17/61.

Teak logs or sawn lumber. U Aye Maung & Sons, 107 39th St., Rangoon. WTD 12/6/60.

Teak scantlings. M. D. V. Pillay, 19 49th St., Rangoon. WTD 2/20/62.

251 Household Furniture

Desires to make teak furniture in accordance with U.S. design for export. Yin Whet Moh Co., 8-A Maingay St., Moulmein. WTD 10/10/61.

Teak and other hardwood furniture. Oriental Furniture Mart, 188, Barr St., Rangoon. WTD 12/4/61.

281 Industrial Chemicals

Fertilizer. Thein Zaw Trading Co., 115 31st St., Rangoon. WTD 2/20/60.

286 Gum, Wood Chemicals

Cutch. U Ba Thin & Son, 34/36 28th St., Rangoon. WTD 2/27/54.

373 Ship, Boatbuilding

Kits for making small boat hulls to be shipped knocked down. Sein Trading Co., Ltd., 73/77 Maung Taulay St., Rangoon. WTD 2/27/52.

390 Miscellaneous Manufacturing Industries

Scientific instruments and appliances. Burma Gem House, 132 Sule Pagoda Rd., Rangoon. WTD 6/15/60.

391 Jewelry, Silverware, Plated Ware

Precious gems, particularly jade, rubies, and star and cut sapphires. Choo Seng & Co., 22d St., Rangoon. WTD 5/25/60.

396 Feathers

Duck feathers. Ng Eng Eiat & Co., 12 64th St., Rangoon. WTD 5/2/61.

398 Miscellaneous Manufacturing Industries

Wood carvings and handicrafts. Burma Supplies, Maha Bandoola St., Rangoon. WTD 7/28/60.

Hammered silver, carved teak, lacquerware. U Kan Gyi & Son, 380 Shwe Bontha St., Rangoon. WTD 9/15/60.

U.S. exports of burley tobacco totaled 36.6 million pounds (export weight) in 1961—up 9% from 1960, the Foreign Agricultural Service reports.

They were the largest since the 37.6 million pounds export of calendar 1950. The value of 1961 burley exports set a record for any calendar year—$30.1 million.

Belgrade, Valencia Host Cities

U.S. Trade Information Centers Planned for Exhibits in Europe

U.S. Trade Information Centers will be operated at two fairs this spring in Europe, one in Yugoslavia, the other in Spain.

The U.S. Embassy in Belgrade will operate a Center at the Belgrade International Technical Fair, May 22-June 5. The U.S. Consulate in Valencia will operate a Center at the 40th International Samples Fair in that city May 1-20

● The Center at the Yugoslav show is expected to offer an excellent opportunity for U.S. manufacturers and exporters to introduce technical products or increase existing sales of their products in Yugoslavia.

U.S. firms desiring to market in that country are requested to furnish the Embassy in Belgrade with complete details, including the type of arrangement desired.

Publishers of trade journals are requested to send the Embassy as many copies of their publications as possible for use at the Center. Publications exhibited through the Center will stimulate interest in advertised U.S. goods, as well as in the publications themselves.

Interested firms are also invited to send multiple copies of their descriptive literature, price lists, and house organs. The material will be exhibited, then distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the U.S. Embassy in Belgrade as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the Belgrade International Technical Fair TIC."

● The Trade Information Center (TIC) at the fair in Valencia is expected to be useful for U.S. companies interested in increasing sales or introducing products to the Mediterranean area.

The Fair, held in the capital of the province which ranks third in Spanish industrial production and first in agricultural production, emphasizes agricultural machinery, machinery for the woodworking and furniture industry, and motor transport.

U.S. products, particularly in the food processing industry, could be effectively promoted at this fair. Its closing date comes close enough prior to the opening of the Barcelona Samples Fair to permit the use of the same exhibit at both fairs. Taking advantage of this opportunity, U.S. exhibitors could well develop a market for all types of food processing equipment.

Three hundred ninety foreign exhibitors displayed their products in last year's fair, drawing 1 million visitors and buyers from England, Italy, France, Germany, Sweden, Portugal, and Spain. Transactions reportedly exceeded $8 million.

U.S. exhibitors and business visitors to the 40th International Samples Fair should register at the U.S. Trade Information Center so that inquiries there may be directed to appropriate parties.

U.S. firms wishing to send publicity material for use at the Center should send their packages to the U.S. Consulate General at Valencia as soon as possible.

They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the 40th International Samples Fair TIC."

Additional information may be obtained from Secretaria Técnica de la Feria Muestrario Internacional de Valencia, España, Llano del Real, 2, Aptdo. 476, Valencia, Spain. Cable address: FERIARIO. Firms may also contact the Fair representative in the United States, Antonio B. Caragol, 121 Broad St., New York 4, N.Y.

Fishing, Nautical Exposition Scheduled in Ancona, Italy

The 22d International Fishing Fair and the 8th Nautical Exposition will be held at Ancona, Italy, June 23-August 8. In addition to fishing equipment, the Fair will include items connected with nautical sports and related activities. Fair authorities invite participation by U.S. firms.

Additional information may be obtained from Ente Autonomo Fiera di Ancona, Via Mandracchio, Ancona, Italy.

Reels Lead Rise in U.S. Imports Of Fishing Tackle; Exports Down

The value of U.S. exports of fishing tackle dipped 6.2% in 1961 from the 1960 figures. Imports, led by reels, continued their longterm upward trend and rose 14.6%, according to preliminary statistics from the U.S. Census Bureau.

The 2 classes of export trade showed opposite tendencies. While shipments of rods and reels increased 11%—from $1.35 million to $1.50 million—outbound shipments of all other tackle decreased 14.7%—from $2.7 to $2.3 million. Total exports in 1960 and 1961, respectively, were valued at about $4 and $3.8 million. About 50% of these went to Canada.

Reels Up

Import trade in tackle rose from $10.2 million in 1960 to $11.6 million in 1961. Over 60% of the 1961 trade was in reels, which increased from about $6 to $7.2 million. Hooks, other than snelled, were the second largest class in dollar volume, going from $1 million in 1960 to $1.2 million in 1961.

The increase in quantity of reel imports results primarily from the large increases in trade with Sweden, France, and Canada. U.S. purchases from each country are largely influenced by one American firm, active in Sweden and France. The Canadian increase is thought to result largely from the introduction of a new type reel by a Canadian company.

Reel imports from Japan dipped from 2.7 million, valued at $2.3 million, in 1960 to 2.4 million, valued at $2.2 million, in 1961. The decrease may represent the start of a trend against lower quality reels.

In 1961, dollar volume decreased in 5 of the 11 import classes—leaders and casts, rods, baskets and creels, artificial flies and snelled hooks, and tackle and parts, n.e.c. The value of rod imports declined from $487,000 to $405,000.

Petroleum-Base Chemicals Output Rises in Germany; Exports From U.S. Down

German industries producing chemicals from petroleum have expanded rapidly in the 1957-60 period, according to information from the German Chemical Industry Association.

Meanwhile, U.S. exports of these basic chemicals to Germany which had increased 62% in 1960 over 1959 totals, dipped 18% in 1961.

The petroleum input of these chemicals in Germany was 24% in 1957, 40% in 1959, and 44% in 1960. This petroleum ratio will not increase to the comparable U.S. level of 80%, the Association assumes. For, German coal resources are sufficient for future production of coal chemicals.

Methane, propylene propane, butylene and butadiene were produced entirely from petroleum. Other chemicals, such as ethylene, C-5 hydrocarbons, toluene, and xylene were largely made from petroleum.

U.S. Exports of Benzol Up

The United States exports many of these basic chemicals to Germany. Total U.S. shipments of benzol or benzene quadrupled in 1961 over the 1960 exports, according to U.S. Bureau of the Census figures. Shipments of crude coal tar and other crude cyclic products, n.e.c., excluding acids, also increased.

The total exports of basic chemicals to Germany from the United States declined from 367.9 million pounds in 1960 to 304.9 million pounds in 1961. The 1959 exports had totaled 226.6 million pounds. Census Bureau information for most of these basic chemicals is not reported under individual export classifications.

Phosphate Deposits Discovered in Israel

TEL AVIV.—Phosphate reserves of over 25 million tons have been established south of Beersheva, in the vicinity of Hameishar, by the American-Israel Phosphate Co. of New York, the U.S. Embassy reports.

Organized in 1960, this company has explored phosphate deposits in the Negev in southern Israel. Further prospecting is planned around Ein Yahav, near the Jordanian border. The Ein Yahav deposits are of higher quality than those of Hameishar which are of the order of 27-28% P_2O_5, it is indicated.

The government-owned Negev Phosphates Company has mined phosphates at Oron, near the Dead Sea, for a number of years. It produced 224,000 tons in 1960. The new deposits appear to be of higher average quality than those now being mined.

Competition for U.S. Exports

The United States, the world's largest producer of mineral phosphates and also a substantial exporter, may face increasing competition in some foreign markets from expanded production in Israel.

Japan, the largest export market for U.S. phosphate rock, took 1.6 million tons of a total 4.8 million tons exported in 1960 and 1.5 million tons out of 4.6 million tons in 1961. Japan also has been one of the better customers of Negev Phosphates Company. High port, loading, and transportation costs have caused some interruption in Israel's shipments, but Japan is reported ready to accept 75,000-100,000 tons annually if regular shipments can be guaranteed.

Licenses . . .

(Continued from page 563)

Commonwealth countries, and in parts of Latin America.

Illustrated material is available on a loan basis in the Office of International Investment, U.S. Depatrment of Commerce, Washington 25, D.C.

Also, write to Hollands & Blair, Ltd., 98 Cherry Orchard Rd., East Croyden, Surrey.

● A manufacturer, importer, and exporter wishes a licensing agreement to produce research and medical testing apparatus.

The company produces hemacytometers, hemoglobinometers, and centrifuges. It has adequate manufacturing facilities to produce additional products. It imports the Baumanometer and high-priced research centrifuges.

Royalty payments or a cash settlement are proposed.

Write to Hawksley & Sons, Ltd., 17 New Cavendish St., London W.1.

Citrus Processing Plant To Be Built in Argentina

Construction of a citrus-fruit processing plant in Argentina will be assisted by a loan from the Inter-American Development Bank. Approval of the $1,637,000 loan was announced recently.

The IADB loan will go to Corporación Entrerriana de Citrus, Sociedad Mixta, Comercial y Financiera, S.A., which is jointly owned by the State of Entre Ríos and by fruit growers of the region. It will cover about 48% of the cost of a plant and related facilities to be built in the city of Concordia, in northeastern Argentina.

Second American Company Plans Southern Argentine Aluminum Reduction Plant

BUENOS AIRES.—The Government of Argentina has authorized a second U.S. aluminum producer to set up an aluminum reduction plant in that country, the U.S. Embassy reports.

Reynolds International, Inc., with headquarters in Bermuda, has been given authority to establish an aluminum reduction plant in Patagonia with an initial annual capacity of 25,000 short tons. If future conditions warrant, the capacity may be doubled.

Kaiser Aluminum & Chemical Corp. had been given authorization to install a reduction plant with an initial annual capacity of 22,000 short tons on Nov. 16, 1961. This plant also will be located in Patagonia. Details of the agreement are now being worked out.

Argentina imported 22.9 million pounds of crude aluminum from the United States in 1961. She also imported large tonnages from Canada—14.6 million pounds the first 10 months of 1961.

Libyan Olive Crop High; Marketed Oil Supply Low

RABAT.—Libya's record 1961 olive crop has been officially placed at 20,000 metric tons, the U.S. Embassy reports.

Normally, about 100% of the crop goes into the production of olive oil. The Government anticipated storing a large surplus of oil in the new 7,000-ton storage facilities of the Agricultural Bank. Because of the below average market supply of oil, few deliveries have been made to the Bank.

Producers may be holding oil supplies in anticipation of an even higher Government price. The price has already been raised to $462 (165 Libyan pounds) a metric ton which is about $56 (20 pounds) over the world market price.

By issuing import licenses to importers of other Mediterranean olive oil, a committee of specialists has considered forcing the oil to market. So far, only 4½ metric tons of oil have been bought under the Government's purchase program.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Export Market for U.S. Goods

Iraq Plans Telecommunication Projects With Associated Tourist Facilities

BAGHDAD.—The extensive plans of the Government of Iraq to expand its telecommunication facilities may provide a good export opportunity for U.S. manufacturers, the U.S. Embassy reports.

Three large communication projects are planned: A radio broadcast facility, a television broadcast facility, and a large tourist/antenna tower (FCW, Mar. 26, p. 510).

The Ministry of Guidance wants to have a single major contractor for each project. Delivery is to be a turn-key operation.

Facilities have been designed by the U.S.S.R. but specifications conform to International Radio Consultative Committee (CCIR) standards.

The radio facility or Broadcasting House is to have 19 studios capable of handling 10 simultaneous programs, a 300-seat conference room, and a 1,000-seat auditorium. It also will include a 10-story administration building.

The television facility, Baghdad Television Center, will contain 5 TV studios. There will also be a film-production unit.

The Baghdad Tower will be a steel structure over 105 feet high, designed to serve as an antenna and a tourist attraction. It will carry radio, TV, and microwave antennas, as well as two observation platforms with restaurants.

Other Facilities Considered

The Government also is making studies of other projects:

- A microwave system linking Mosul, Kirkuk, Baghdad, Diwaniya, Samawa, Basra, and Amara. At some future time the Basra-Amara link will be extended through Kut up to Baghdad.
- Two medium-wave radiobroadcasting stations in Kirkuk and Basra.
- 6 TV stations—a 50 kw. station in Baghdad and 5 stations of at least 15 kw. for each of the cities where a microwave relay terminal is to be located.

Tin Mines in Indonesia To Receive U.S. Help

Indonesia's Bangka Island tin mines will be modernized through technical and financial assistance from U.S. Government agencies.

Early in 1962, the Agency for International Development will dispatch a survey team to the tin mines. After completion of the 2-3 month surveys, it is expected that the team will recommend measures needed to increase production at these mines.

$12-Million Loan In Prospect

Although Indonesia is not likely to turn to the U.S.S.R. for tin mining equipment in the face of a prospective $12,250,000 tin rehabilitation loan from the Development Loan Fund, according to press reports of Feb. 3 from Hong Kong, the U.S.S.R. has offered to supply such equipment.

U.S. imports of tin concentrates (tin content) and metal from Indonesia amounted to 7,946 long tons of concentrates and 200 tons of metal in 1959. These totals rose to 12,509 tons of concentrates and 550 tons of metal in 1960; and dipped to 8,556 tons of concentrates and 150 tons of metal in 1961.

The Indonesian Government signed a protocol with the Soviet Government, in Dec. 1961, providing for the inclusion of tin as part of the long-term trade agreement of July 1960. The protocol calls for a 35% increase in trade between the two countries in 1962 over the level reached in 1961.

Indonesia is to ship goods such as tin, which are readily marketable in world markets, and receive U.S.S.R.-manufactured goods in return, according to the terms of the protocol.

Tunisia Looks For Suppliers Of Electronics Items

TUNIS.—The Tunisian Army is largely equipped with electronics communications material of U.S. manufacture. It is likely that the Government will be interested in locating supply sources for its spare parts and replacement requirements in this field. These requirements are expected to increase, the U.S. Embassy reports.

Probably, too, the Tunisian Government will be interested in acquiring certain radar equipment and newer and longer-range communications equipment than it now has.

Potential suppliers should communicate with: Chef de Cabinet, Secretariat d'Etat a la Defense Nationale, 37 Boulevard Farhat Hached, Tunis, Tunisia.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

April

2-6.—Australian Trade Week. Sponsors: New York State University College, Buffalo Chamber of Commerce, Australian Trade Commission, Buffalo World Trade Association. Hotel Lafayette, Buffalo, N.Y.

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Deputy Assistant Secretary for Domestic Affairs; John S. Stillman, Deputy to the Under Secretary of Commerce.

5.—Council on Foreign Relations, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

5.—Pacific Northwest Export Expansion Conference, University of Washington, Seattle, Wash. Commerce panelist: Paul E. Pauly, Bureau of International Business Operations.

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

5.—40th Anniversary Luncheon, National Council of American Importers, Inc., Biltmore Hotel, New York City. Speaker: Secretary of Commerce Luther H. Hodges.

5-6.—American Management Association Seminar: The Available Export Markets for Profit. Summerset Hotel, Boston, Mass.

5-6.—First Florida World Trade Conference, Causeway Inn, Tampa, Fla. Sponsors: Florida State Chamber of Commerce; Florida Ports and Foreign Trade Council. Commerce speakers: L. Edward Scriven, E. E. Schnellbacher, Bureau of International Business Operations.

6.—Annual Business Alumni Association meeting, Baylor University, Waco, Tex. Commerce speaker: Harry C. Meyers, manager, Dallas Field Office.

6.—Annual Management Engineering Conference, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

6.—Executive Export Training Program, University of Houston, Houston, Tex. Commerce speaker: Charles F. Boehm, Bureau of International Business Operations.

6.—Export Expansion Seminar, Laconia, N.H. Sponsor: Laconia Chamber of Commerce. Commerce speaker: Deputy Assistant Secretary Eugene P. Foley.

6-7.—Conference on Automation and World Trade, Hotel Buffalo, Buffalo, N.Y. Sponsors: Buffalo AFL-CIO Council, Cornell University, School of Industrial and Labor Relations. Commerce speaker: Hyman H. Bookbinder, Special Assistant to the Secretary.

9.—American Zinc Institute and Lead Industries Association convention, St. Louis, Mo. Commerce speaker: Assistant Secretary Jack N. Behrman.

9-11.—New England's Annual World Trade Week Conference, Sheraton-Plaza Hotel, Boston, Mass. Sponsor: International Trade Association of New England, Inc.

9-12.—National Packaging Exposition, New York Coliseum. Sponsor: American Management Association.★

10.—American Management Association, Saranac Lake, N.Y. Commerce speaker: Assistant Secretary Jack N. Behrman.

10.—Export Trade Seminar, Management Development Center, University of San Francisco, San Francisco, Calif.

10.—Monthly dinner meeting, Dallas Export-Import Club, Downtown Club, Dallas, Tex.

10-11.—Southern Illinois University IX Pan American Festival, Carbondale, Ill. Commerce speaker: Albert J. Powers, Bureau of International Programs.

11.—Minnesota World Trade Association monthly meeting, Hotel Normandy, Minneapolis, Minn.

12.—Export Trade Development Seminar, Northern Hotel, Green Bay, Wis. Sponsors: Green Bay Area and surrounding Chambers of Commerce; U.S. Department of Commerce. Commerce speaker: Charles J. Barrett, Bureau of International Programs.

12.—Monthly meeting, International Trade Club, Chicago, Ill. Subject: 1962 Trade Expansion Act.

12.—Pan American Day, Rochester World Affairs Council, Rochester Chamber of Commerce, Rochester, N.Y.

12-14.—Fourth Annual Boise-Western States Industrial Trade Show, Boise, Idaho.★

13.—Foreign Trade Seminar, National Consumer Credit Conference, Oklahoma City, Okla. Sponsor: Oklahoma City University.

16.—World Trade Seminar, Pittsfield, Mass. Sponsors: League of Women Voters, Pittsfield. Commerce speaker: James R. MacLean, Boston Field Office.

17.—Athletic Goods Manufacturers Association, annual meeting. Commodore Hotel, New York City. Commerce speaker: Aaron Rosenthal, Business and Defense Services Administration.

17.—Foreign Traders Association of Philadelphia monthly meeting, Philadelphia, Pa. Subject: Trade and Investment in Latin America.

17.—Monthly dinner meeting, Cedar Rapids Chamber of Commerce, Cedar Rapids, Iowa. Speaker: Anthony J. Buchar, Chicago Field Office.

18-20.—International Congress of the International Advertising Association, Chicago, Ill.

19.—Annual meeting, Minnesota Employers Association, Minneapolis, Minn. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

19.—Export Trade Clinic, Newark, N.J. Sponsor: New Jersey State Chamber of Commerce.

24.—Monthly dinner meeting, Fort Worth Export-Import Club, Worth Hotel, Ft. Worth, Tex.

24-25.—American Management Association Seminar, The Available Export Markets for Profit. Statler-Hilton Hotel, Cleveland, Ohio.

24-25.—World Trade Forum, League of Women Voters, Lorain, Ohio.★

25.—Export Trade Clinic, Syracuse, New York.

25.—Space Age Industries and Engineering Exposition and Conference, Cow Palace, San Francisco, Calif.★

25.—World Trade Club of St. Louis annual Port of New Orleans Night, Le-Chateau, Clayton, Mo.

Foreign Commerce Weekly
Subscription Form

Please enter my subscription for Foreign Commerce Weekly.

☐ Annual subscription, $10.50.

☐ Via domestic airmail, $18.20 additional.

☐ Foreign mailing, $5.00 additional.

Name_____

Address_____

City_____ Zone_____ State_____

Mail to the nearest U.S. Department of Commerce Field Office, or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Enclose check or money order payable to the Superintendent of Documents.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—611961/37

Need An Agent Or Distributor Abroad? Commerce Field Offices Can Help

THE U.S. Department of Commerce provides specialized services to American firms seeking agency connections or distributors abroad. Whether presently engaged in export trade, or interested in determining market prospects, these services can be of value to you.

TRADE LISTS provide names, addresses, and basic information on firms handling specific commodities, or offering special services in individual foreign countries. Information is included on relative size, type of operations, products handled, and basic marketing and research data on the particular industry or commodities covered. Trade Lists are available at $1 each.

WORLD TRADE DIRECTORY REPORTS provide information on individual foreign firms including type of organization, method of operation, lines handled, size of firm, sales territory, names of owners or offices, capital, sales volume, and general reputation in trade and financial circles. Price, $1 each.

TRADE OPPORTUNITIES present specific requests from firms in foreign markets for connections with American suppliers for direct purchases of specific products, on offering to serve an agency or distributor basis.

TRADE CONTACT SURVEYS also may be used where satisfactory trade connections through the sources listed above are inadequate. This service is designed to locate several foreign firms in a particular country to meet the exporter's specific requirements. A charge of $10 is made for each survey conducted.

For further information on or use of these services consult the nearest Field Office. The experienced international trade specialists in the office will be glad to assist you.

Field Office Locations

Albuquerque, N. Mex., U.S. Courthouse, CHapel 7-0311.
Atlanta 3, Ga., Home Savings Bldg., JAckson 2-4121.
Boston 10, Mass., 80 Federal St., CApitol 3-2312 or 2313.
Buffalo 3, N.Y., Federal Bldg., TL. 3-4216.
Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., 722-6551.
Cheyenne, Wyo., Majestic Bldg., 634-2731.
Chicago 6, Ill., 226 W. Jackson Blvd., ANdover 3-3600.
Cincinnati 2, Ohio, Fifth Third Bank Bldg., DUnbar 1-2200.
Cleveland 1, Ohio, Federal Reserve Bank Bldg., CHerry 1-7900.
Dallas 1, Tex., Merchandise Mart, RIverside 8-5611.
Denver 2, Colo., New Customhouse, KEystone 4-4151.
Detroit 26, Mich., Federal Bldg., WOodward 3-9330.
Greensboro, N.C., U.S. Post Office Bldg., BRoadway 3-8234.
Honolulu 13, Hawaii, 202 International Savings Building, 1022 Bethel St.
Houston 2, Tex., Scanlan Bldg., CApitol 2-7201.
Jacksonville 1, Fla., Federal Bldg., ELgin 4-7111.
Kansas City 6, Mo., 911 Walnut St., BAltimore 1-7000.
Los Angeles 15, Calif., Western Pacific Bldg., RIchmond 9-4711.
Memphis 3, Tenn., Falls Bldg., JAckson 6-5426.
Miami 32, Fla., Ainsley Bldg., FRanklin 7-2581.
Minneapolis 1, Minn., Federal Bldg., 339-0112.
New Orleans 12, La., 333 St. Charles Ave., 529-2411.
New York 1, N.Y., Empire State Bldg., LOngacre 3-3377.
Philadelphia 7, Pa., Jefferson Bldg., WAlnut 3-2400.
Phoenix 25, Ariz., New Federal Bldg., 261-3285.
Pittsburgh 22, Pa., 1030 Park Bldg., GRant 1-0800.
Portland 4, Oreg., Old U.S. Courthouse Bldg., CApitol 6-3361.
Reno, Nev., 1479 Wells Ave., 2-7133.
Richmond 19, Va., Parcel Post Bldg., MIlton 4-9471.
St. Louis 3, Mo., 2511 Federal Bldg., MAin 1-8100.
Salt Lake City 1, Utah, 222 S.W. Temple St., DAvis 8-2911.
San Francisco 11, Calif., Customhouse, YUkon 6-3111.
Savannah, Ga., U.S. Courthouse and P.O. Bldg., ADams 2-4755.
Seattle 4, Wash., Federal Office Bldg., MUtual 2-2300.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

A weekly guide to new publications and releases of all bureaus and offices of the Department of Commerce . . .

BUSINESS SERVICE CHECKLIST

UNITED STATES DEPARTMENT OF COMMERCE

Covering New Information in Such Areas as—

- ECONOMIC STATISTICS
- NEW PRODUCTS AND PROCESSES
- MARKETING INFORMATION
- WORLD TRADE
- SCIENTIFIC AND TECHNICAL DEVELOPMENTS
- MANUFACTURING
- TRANSPORTATION
- AREA REDEVELOPMENT

$1.50 a year (52 issues)

($3.50 foreign mailing)

U.S. Department of Commerce Field Offices will give you more information and a sample copy—and enter a subscription for you.

Or, order direct from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.